

NOVEMBER 13, 1954

# LEATHER AND SHOES

*The Magazine for Executives*

**U.S. Hide Surpluses, Industry-Government Apathy  
Help Iron Curtain Build Needed Stockpiles**

The Shoe Industry In 1965  
(A Projection)

After-Five Barebacks  
(Stylescope)

Cohas Plant To Close

What's Ahead For Labor

Upturn For '55





## Unusual performance

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that helps sell your shoes**

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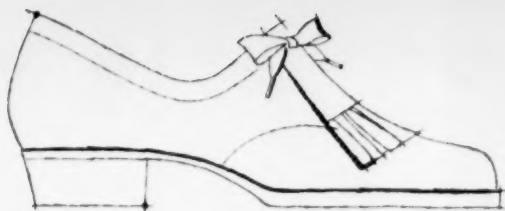
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**Armstrong Cold Bottom Filler**

# LISTEN TO THIS!

**Leather toys.** A group of craftsmen in India is making enormous strides with its new enterprise of making leather toys. The Indian government has already given the group a money grant for expansion. The toys consist mostly of animals. Some 25 different animals in various poses comprise the present inventory. These toys are now being exported and are arousing much favorable comment and reception in various countries. A special feature of these toys is the use of real fur, such as lambskin, mounted on a framework of twisted steel wire.

**Shoe factory wanted.** A \$30-million commercial organization in Jamaica, and headed by Elias Issa (who 40 years ago was a peddler) is seeking to build a shoe factory on that island, with some shoe manufacturer furnishing the know-how and splitting 50-50 on income. Jamaica has only one men's and one women's shoe plant, both small. The island has a quota of shoe imports (75,600 pairs of men's; 40,500 women's, and 28,000 children's), with 97 percent of the imports from Britain. Issa wants to build a factory to make men's and boys' shoes. Issa is the island's chief footwear importer.

**Now washable leathers.** Reported to have been a sensation at the recent British Shoe and Leather Fair in London was the introduction of washable leather gloves, garments, hats, belts and handbags. Industry observers say this may create a resurgence of demand for these items in leather. One of the handicaps of the past has been consumer resistance because of difficult or costly cleaning of such items made of leather. These new leathers have been introduced by C. W. Pittard & Co., Ltd., a glove leather tanner, after some years of research. Articles made by this new process will be sold with a guarantee to the consumer—a guarantee that the leather article won't lose color or original softness, etc.

**Story of a Soviet heel.** The leading Soviet labor magazine, *Trud*, carried a letter of complaint from a reader, one A. Pleshkov, who told of buying a pair of shoes for his son, only to have the heel come off after two days' wear. Pleshkov complained to the factory, which sent a new pair of shoes. "The only trouble," said Pleshkov, "was that this time both heels came off."

**Tepid tootsies.** A patent just issued is a method of keeping feet warm. A couple of small flashlight batteries in a leather case attached to the belt have wires running down the trouser legs to the shoes. When the feet feel cold, the battery switch is flicked on, sending a current through coils set in the shoe soles. To remove the shoes the wires are simply unhitched. Also, the trousers may be removed without removing the wires—except when the pants go to the cleaners. Nothing is said about a short-circuit, which could be somewhat disastrous if occurring inside the trousers.

**Tradition holds.** It's estimated that the production of wooden clogs or shoes in Holland for 1954 will come to about 5,000,000 pairs, and will consume about 3,500,000 cubic feet of wood. In fact, demand for this footwear is running ahead of supply. There's been an increase in demand since shoe rationing was abolished (though clogs were never rationed). Reason given by Hollanders: the recent wet summer stepped up clog demand because this inexpensive footwear kept feet dry and warm.

## LEATHER AND SHOES

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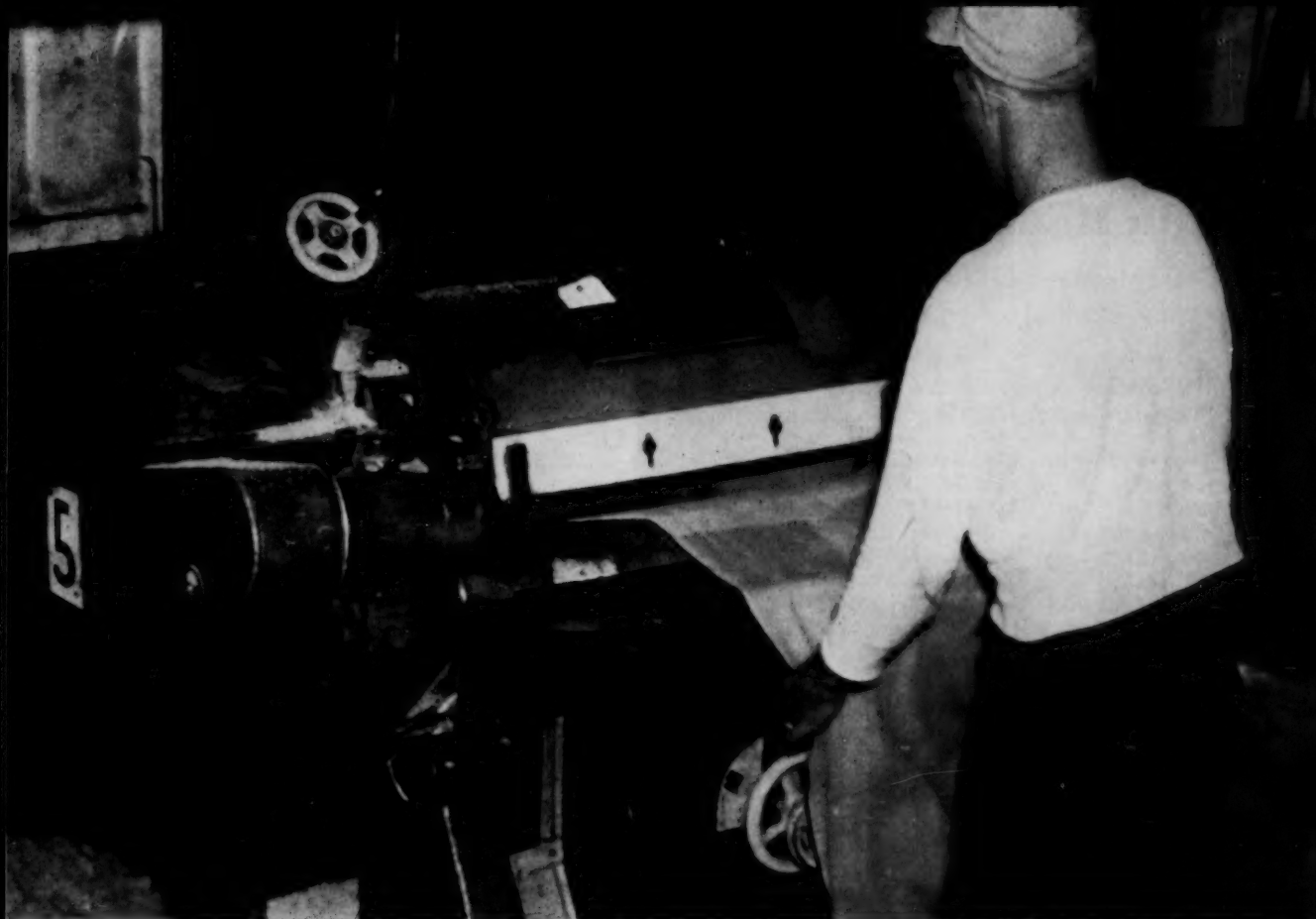
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# How A Single Word Can Hamstring A Union

3500 Members Of Local 21 Adopt And Write An Anti-Red Policy—Only To Find They Forgot To Read The Fine Print

An excellent example of how left-wingers and dupes of leftwingers can maneuver thousands of workers into doing exactly what's wanted was given last week in the heavy Peabody-Salem tannery area of Massachusetts.

For many weeks now the thousands of members of the International Fur and Leather Workers Union in that section have worked up to an angered lather regarding the Communist issue in their union. This issue, though long recognized, has laid dormant for years. Members who occasionally spoke out in protest were pooh-poohed down by local, regional and national officials of IFLWU. The tactic was to call the protesters red-baiters; or to call the Commie issue a red herring; or to whip up counter-active issues such as increased wages, pension demands, etc. in an effort to divert attention away from the Commie issue.

The strategy was clever and persistent, and it succeeded for years. However, several weeks ago the Massachusetts Commission on Communism opened hearings on IFLWU in this state, regarding the infiltration of Communism and Communists into this union. It gradually uncovered evidence and testimony that raised a stench in the Peabody-Salem area.

Now the 3,500 members of IFLWU Local 21 were aroused and frothing. Two Massachusetts officials of IFLWU, long known for the Commie-affiliations records, were booted out. Mass meetings of the membership clamored for further action, with many voicing demand that the local secede from the parent IFLWU. It looked like a good start.

Then all the cunning razzle-dazzle went to work as a "program" of policy and action was drawn up. When all the noise abated and the smoke cleared, the 3,500 members found themselves holding hands with the same old hierarchy and dancing around the same old Red Maypole. For here's what the IFLWU leadership, local and otherwise, succeeded in getting put into the record of the "anti-red" program:

"To bar any convicted Communist

from holding membership or office in our local or our International union."

Now, take good heed of that subtly injected term, *convicted Communist*. It practically emasculates the entire intent and purpose of the aim.

For Local 21's plan to take any effect the union official must be legally convicted as a Communist.

In all the 17 years of IFLWU's existence, *only one* major official of that union has been convicted as a Communist: Irving Potash. He was convicted of conspiring to teach and advocate the overthrow of the government by force and violence. Also, in 1920 he was convicted in Brooklyn and sentenced to three years for criminal anarchy and was later convicted of conspiracy to obstruct justice.

What about Ben Gold, until a few weeks ago president of IFLWU, and for more than a quarter century an avowed Communist? Gold has been found guilty of filing a false affidavit with the government regarding the Commie issue under Taft-Hartley. *But he has not been convicted* while his case is pending on appeal. He is therefore eligible to serve as an IFLWU official under Local 21's loose ruling.

In fact, just this week Gold was named a leader of the Furriers' Joint Council of IFLWU to be active in the union's forthcoming contract negotiations with management. Local 21 finds itself sharing the same bed with Gold, pronounced guilty by a jury and facing a prison term, despite its well-intentioned "program" to get up and move.

Abe Feinglass, who replaced Gold as IFLWU president, can boast a pretty good record of Commie-front affiliations and activities himself (see L&S editorial of Oct. 30). This week, when Gold was named a leader of the Furriers' Joint Council, Feinglass backed the appointment. And at that meeting Feinglass was reported to have vowed to continue the "militant and progressive" policies of the union established under Gold.

Local 21 members have voiced objection to past and recent leftwing and reddish policies of IFLWU. But now, on the word of Feinglass, they can be assured that nothing much is going to change. Gold's ghost will still be a very real presence everywhere.

Convicted Irving Potash, along with Myer Klig, both former IFLWU officials, are both up for deportation on the charges of being undesirable aliens, primarily on Commie-related grounds. Yet IFLWU's funds are still being used to fight these deportations. Local 21 is therefore helping pay to keep a couple of undesirable Commie-liners from being evicted from this country.

Then there's Richard O'Keefe, who has served a long time as business manager and leader of Local 21. No one has ever tagged O'Keefe as a Commie. But he has long carried the ball for many Commie-line policies initiated by IFLWU.

For example, as chairman of IFLWU's Resolutions Committee he presented such resolutions at the union's national conventions as opposition to the Marshall Plan; a resolution favoring the Kremlin's attitude toward control of atomic weapons; a resolution to send "warmest greetings" to the (Communist) All-China Trade Union Convention; a resolution favoring donations of thousands of dollars of IFLWU funds to trade unions in Red satellite countries.

That's Local 21's boy. O'Keefe well knows the temper and desires of his Local 21 members regarding the Commie issue. Why did he permit—even help instigate—the cunning strategy of inclusion of the term "convicted" Communist to slide into the local's resolution? Who's ball team is he on?

Local 21 has howled loudly about the Commie issue. Its vociferously voiced anti-red program is a very impressive document—except that the members should have taken time to read the fine print.

In Massachusetts Bay there's the little island of Nantucket. For years its quaint, proud, independent natives have talked loudly about "secession" from the Union. But mostly it's with tongue in cheek. It makes entertaining conversation, and makes all the newspapers as well. But Nantucket is still with the Union. Which suggests that a whole mouthful of loud talk doesn't necessarily add up to a tiny fragment of real action.

Reprints of the editorial at nominal cost: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.



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# Lawrence Calfskin

# Stylescope

## Barebacks for After-Five



Bareback silhouettes, which are gaining increased retail enthusiasm and growing consumer acceptance, are slated for special fashion recognition in dressy after-five styles for spring and summer 1955. Styles with a minimum of sculptured strips and bands for foreparts, accentuating the graceful contour of the foot, are expected to be in strong demand. Shown here are five original designs created for **Leather And Shoes** by Charles Petalas, well-known young shoe designer. Mr. Petalas utilizes serpentine strips, arcs and curves with delicate touches of ornamentation in these after-five patterns, giving the shoes an air of subtle sophistication and provocative femininity. All styles illustrated have 23/8 heels, slender and tapered in shape.

1. Gracefully contoured bands of jet black suede, with center band softly draped, are drawn together at the instep and secured with a brilliant turquoise ceramic button.

2. The asymmetric line is emphasized with tapering strips of metallic blue kid at instep and vamp. Crescent shaped arcs, dotted with rhinestones, draw attention to the outer side of shoe.

3. Two leaf-like bands entwine across the vamp and instep of this avocado green suede bareback. Bands are lined with foam rubber and stitched for a quilted effect. Matching green nailheads are used on the strips securing each leaf band to the shoe.

4. Brilliant red satin serpentine strips are featured in this graceful bareback. Designed to accentuate a curvaceous instep, one strip is highlighted with glittering multicolor stones.

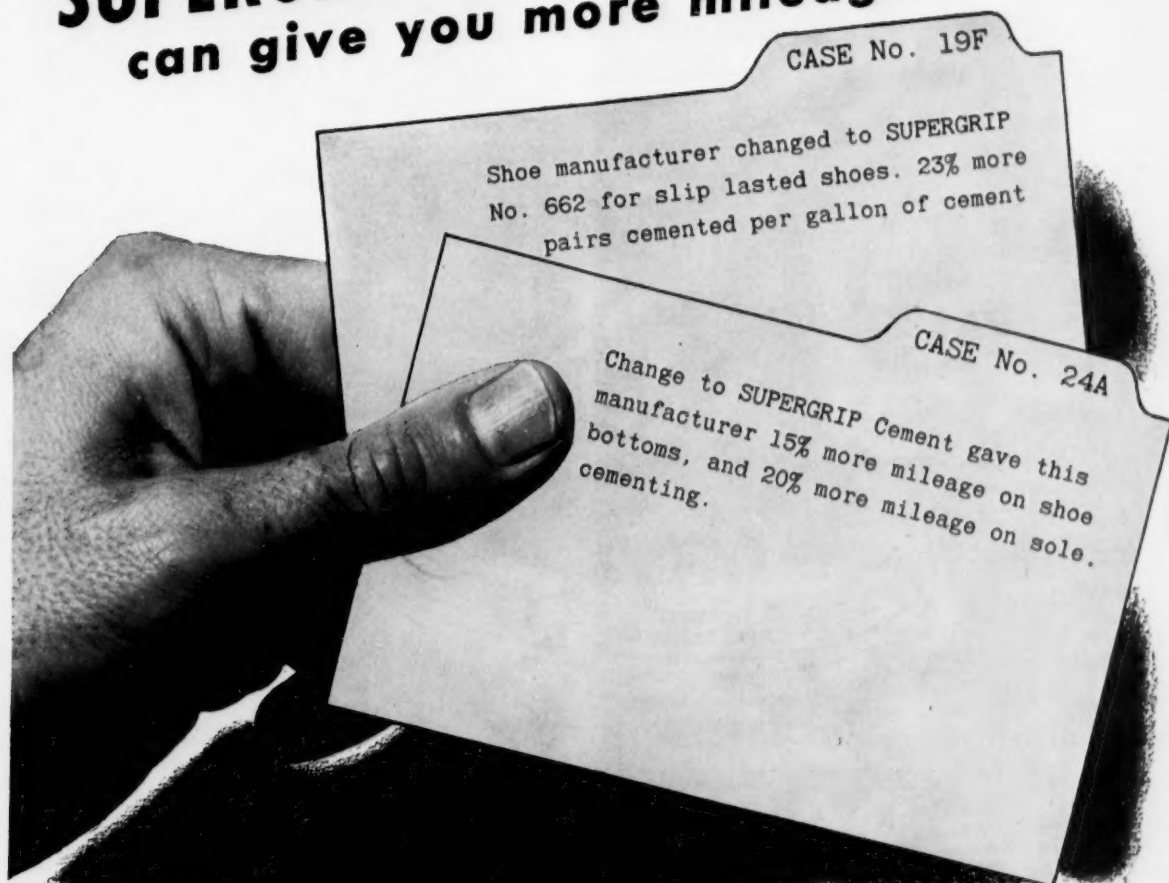
5. Gold thread embroidery adds sparkle to this black lustre calf bareback with single strip that sweeps from instep band into vamp. Side posts are dramatized with dainty gold nailheads.

by Charles Petalas



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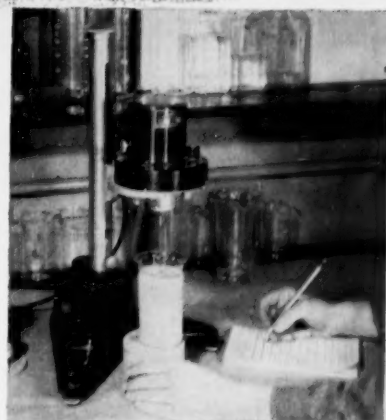
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# news X-Ray

Big things ahead for shoe industry by 1965—and that's only the beginning. . . . Will shoe workers seek new wage increase?



**Where will the shoe industry be 10 years from today?** Here are some very interesting (and realistic) projections . . . compiled by LEATHER AND SHOES, and based on economic projections for the year 1965 by government's Joint Committee on the Economic Report; and a similar projection by Dr. Gordon W. McKinley, chief economist for Prudential Insurance Co. of America. (Estimates of both, made separately, were almost identical.)

**Consumer spending will rise 54%** . . . up from present \$234 billions to \$360 billions in 1965. If shoes continue to get same share of consumer dollar (1.6%), then spending for shoes in 1965 will reach \$5 billions as compared with present \$3.4 billions. Also, value of products produced by shoe industry will rise from present \$1.9 billions to \$2.3 billions in 1965, presuming shoe production retains traditional per capita pattern of past.

**Output of footwear industry will reach minimum of 617 million pairs.** This is based on a 1965 population of 190 million and per capita production at 3.25 pairs (the new revised figures to be issued shortly). That's a 16% rise in current output. If shoe industry succeeds in increasing per capita output to, say, 3.40 pairs, then total industry footwear output in 1965 will reach a minimum of around 646 million pairs.

**This does not include output of rubber,** rubber-fabric and other miscellaneous footwear not now included in the government figures on shoe output. By 1965 this should easily total an additional 100 million pairs for this group alone, bringing total footwear production (all types) to well over 700 million pairs.

**Shoe industry's labor force will show sharp numerical gains, too.** Average annual footwear industry labor force required to now produce 525 million pairs (at average per-man output of 2,350 pairs a year) is 226,000. If same per-man output rate is maintained, then in 1965 it will require a labor force of over 265,000 to produce 617 million pairs.

**Shoe industry's labor cost bill will show huge rise.** Present annual labor bill (shoe production workers only) is \$582 millions, based on average weekly earnings of \$49. Both government and Prudential economic projections figure a 25 percent worker income increase by 1965. Thus the industry's 266,000 shoe workers in 1965, with average weekly earnings of around \$60, will bring the total shoe production labor bill up to \$830 millions.

**Rubber footwear will show corresponding (and perhaps a bit larger) increases.** It now requires 24,000 rubber footwear workers to produce 55 million pairs annually, or an average of 2,290 pairs annually per worker. If rubber footwear shows a 20% increase by 1965, and per-worker output rate remains the same, it will require 30,500 rubber footwear workers.

**Labor cost for rubber footwear production workers** will also show heavy rise. At present average weekly earnings of around \$66, total annual wage bill here comes to \$82 millions. With 25% wage boost by 1965, and labor force of 30,000 (presuming no change in per-man output), the wage cost for turning out some 70 million pairs of rubber-type footwear will run \$130 millions.

**What conclusions can be drawn?** One particularly important one: footwear industry needs to set sights on technological improvements to cut shoemaking costs. Present costs of direct shoe labor runs about 30% of total factory shoe cost—or about \$1.05 of average factory value of \$3.50 a pair. If 25% wage increase goes through by 1965, labor cost would be \$1.28 on \$3.50 value. However, all other costs can be expected to rise, especially on materials and supplies where 25% labor cost increases will also apply. So total increases will result in appreciable rise in overall average factory value.

**Note that average per-man pairage output annually has changed little** over many years in shoe industry. Failure to increase productivity via improved technology, etc., will result in heavy increase in shoe labor wage bill. Consequence is higher priced shoes . . . with industry losing opportunity to do better price-competitive job against hundreds of other consumer items seeking bigger share of tomorrow's consumer dollar.



**What's ahead for shoe labor in 1955?** Probably no wage increases, possibly additional health, medical and welfare benefits, a few other minor adjustments. Certainly no startling changes at this time. Next weeks should tell major story. CIO United Shoe Workers of America will be negotiating new 1955 contract in Massachusetts' shoe factories. (See L&S, Oct. 6.)

**Tip-off** seen in letter sent this week by Atty. Charles J. Goldman, counsel for Greater Lynn Shoe Manufacturers Association, to Angelo Georgian, national USWA director and New England representative. In it Goldman cites fact no wage increases were provided in most recent contracts in California, New York, Lewiston-Auburn, Marlboro and Webster, Mass., and Manchester and Dover, N. H. However, Bay State pacts set pace for much of industry, will be worth watching.

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# LEATHER AND SHOES



*The Magazine for Executives*

## **TIME FOR A STAND**

### **Stronger Government Policy Needed To Halt Flow Of Hides To Soviet**

Easy Licensing, Trans-Shipments, Shipper Apathy  
Helping Iron Curtain Build Up Needed Supplies

In a year marked by considerable attention to U. S.-Soviet trade relations, one not inconsiderable turn of events has been constantly ignored or played down by Government and industry—the licensing and shipment of U. S. hides and skins to destinations behind the Iron Curtain.

During the first nine and one-half months of 1954, the Bureau of Foreign Commerce licensed a total of 114,500 wet bovine hides and skins valued at \$967,382 for export to Eastern Europe. Many thousands more made their way to Soviet-controlled countries after first being shipped to friendly Western European countries.

Release of these figures by the Commerce Department came only after repeated requests to Secretary of Commerce Sinclair Weeks from Joseph Huttlinger, Washington editor of LEATHER AND SHOES. For months, Huttlinger had been put off on the grounds that the information was "confidential," too much trouble to compile, would give away business secrets, affect the markets, was illegal to release publicly. Finally on Oct. 25 came Sec. Weeks' reply in the form of a press release.

The Government report said that of the total value of wet hides and skins licensed to Eastern Europe, cattlehides accounted for \$643,450, kipskins for \$320,782, and calfskins for \$3,150. By country, \$303,132 was licensed to Hungary, \$260,000 to the U.S.S.R., \$110,900 to East Germany, \$105,450 to Poland, and \$137,900 to Rumania.

Then the report qualified these figures by pointing out that they represented less than one-half of one percent of total U. S. hide production—in excess of 27 million—for the first nine months of 1954. It added that first actual shipments behind the Curtain weren't made until Aug. when 501 calfskins and 1,000 kipskins valued at \$10,432 were exported to Hungary.

Finally, it pointed out that "although it is the Department's policy generally to approve exports of non-strategic goods to the U.S.S.R. and its satellites, licenses are granted only after careful scrutiny with regard to security considerations."

What the Government failed to report was the uncounted number of hides reaching the Soviet bloc after being shipped to Western Europe. The Netherlands, for example, has been importing hides freely this year from both U. S. and Argentina. With totals far exceeding Holland's domestic leather requirements, it means much of the purchases are for resale purposes. The same situation holds in other countries.

**The inescapable fact** remains that many thousands of dollars worth of U. S. hides are reaching Communist countries where they are badly needed. And although hides are no longer on the U. S. strategic materials list, they are very strategic to the Soviet, which has been hard put to meet leather requirements for both civilian and military purposes. Despite its high cattle population, Russia has been having its troubles with

its own hide production, apparently must turn to the West for the good hides it needs.

Today there is little or nothing that stands in the way of Russia getting the U. S. hides it wants. The Government's policy is free-wheeling. For the past six months at least it has been granting hide export licenses to all who ask licenses, in any quantity asked, and for almost any destination. Notable exceptions are Communist China and North Korea. Cattlehides, calf and kipskins are barred from export to Hong Kong, a trans-shipment point into Communist China.

With the export doors practically wide open, U. S. packers, hide dealers and brokers are facing more and more temptation to do business with the Iron Curtain. Bovine kill this year will reach a record 40 million pieces. In 1955 and for several years following, the figure promises to remain at least as high. All of which means that U. S. packers' hide cellars will be filled to capacity.

The domestic leather industry cannot possibly absorb all this hide surplus. Active promotion and advertising such as carried on by Leather Industries of America, the Upholstery Leather Group, luggage, handbag and other groups can take up some of the slack—but not enough. The obvious solution is more exports. Witness this year's record hide export rate of close to five million pieces for the year.

**U. S. packers** and dealers have already succumbed somewhat to the pressure. Several big packer spokesmen admit privately there have been numerous "quiet sales" made recently to European countries which are obviously planning to resell these hides to Iron Curtain countries. These same packers for some time have been selling good quantities of hides to Western Europe where they know the hides will be tanned and then used in barter deals with the Soviet.

When asked if they would accept large hide orders from Russia or satellites, most packers still hedge the



question, say the time has not yet come when they need such orders. Big packer officials apparently have not yet set up a definite company policy on the matter. But they admit the possibility, particularly if they were unable to sell their hides elsewhere.

As one Wilson & Co. executive put it, "We're not sure we would take a good-sized order from Russia right now because our free-selling policy in recent months has prevented any large accumulation of hides here. What we might do if our regular tanner, dealer and export outlets couldn't or wouldn't take enough of our hides is another story."

A Swift & Co. official points out that a good many direct hide export sales to Europe have been made this year by packers, dealers and exporters. Holland, for example, has already purchased "substantial" quantities of U. S. and Argentine hides—far more than it needs for itself—and has been engaged in active barter with Iron Curtain countries. Other European countries appear just as susceptible to trade with Eastern Europe and the Soviet.

**Here again** is the age-old story. Although most Western European countries are at ideological odds with Communism, they see little reason for shutting off profitable trade with the Soviet. And today, with so much of Europe short of dollars needed for trade with the U. S., offers from the U.S.S.R. are that much more attractive.

Even one of the country's leading independent producers, the Packers' Association at Chicago, is doing some exporting. Although no hides have been shipped direct to Russia, there have been shipments via the Great Lakes to European destinations.

One spokesman for Armour & Co. says he sees no objection to accepting a direct order for hides and skins from Russia itself. Few packers, he maintains, would be inclined to turn down a good export order, regardless of source, in the face of continued high slaughter in the U. S. Packers have only so much cellar space available and the big problem is to keep hides moving.

Even if packers were to turn thumbs down on Soviet bids, there remains still another excellent source available to the Russians. This is the Commodity Exchange, Inc., in New York where warehouses for the hide futures market now hold close to three-quarters of a million hides.

**Tanner purchases** and export sales to regular sources this year have

not been enough to absorb record hide production. Result is hide dealers and traders have been able to hedge spot hides purchased from packers on the hide futures market by selling short on a declining market. Later, traders may remove the hedge by buying back on the Exchange to cover their short position and then reselling the actual (spot) hides whenever the market starts to climb.

### **The Shoe Industry in 1965**

**For an authoritative projection 10 years into the future . . . what production, pairage, retail sales and labor costs will be . . . See News X-Ray on page 11.**

Or, with the Government freely licensing hide shipments to all Iron Curtain countries, there is nothing to prevent dealers and exchange traders from doing business with these countries.

The opportunities are there. And there are some who see no reason for not taking advantage of them. More hide exports, they say, mean a smaller surplus here and steadier hide prices. As for trading with the Soviet, they claim the over-all result might be better relations between the U. S. and Russia.

At the other extreme are those who are critical of trade with the Soviet, even in bubble gum. Russia is our enemy, they say, and anything we send the U.S.S.R. helps to make it a stronger foe.

It all adds up to the fact that the U. S. hide industry no longer has a definite policy on trade with Russia and satellites. The current export control program has a twofold purpose: to prevent shortages in the U. S., and to keep security commodities away from the Soviet world. The first no longer applies to the hide industry. And unless the Government takes a more definite stand on the second, it will be up to the individual members of the trade to decide for themselves which course to follow.

### **More Horsehides**

France has opened an additional 200 tons of raw horsehides for export to the United States, according to notice published recently in the Journal Officiel.

The extra quota brings the total of French horsehide allotments for the United States in 1954 to 800 tons.

## **FIRST TIME**

### **Popular Price Program To List Accessories**

For the first time since its inception, the official directory and program of the Popular Price Shoe show of America will contain a separate listing of accessories, novelties, and supply items exhibited at the show, according to Edward Atkins and Maxwell Field, PPSSA co-managers.

Suppliers of such items as handbags, hosiery, polishes, findings, advertising give-aways, shoe making materials, etc. will be listed by their products, company names and show locations. In addition a page calling attention to these listings will appear near the front of the directory.

PPSSA for spring and summer 1955 lines is expected to be the largest Nov. event in the show's history. PPSSA is jointly sponsored by the National Association of Shoe Chain Stores and the New England Shoe and Leather Association.

## **ACCOUNTING CLINICS**

### **Shoemen Set Regional Meetings For Next Year**

Members of the National Shoe Manufacturers Association will have the opportunity to attend a series of regional accounting and office management clinics next spring.

The Office Management Clinics, beginning next April, will deal with all phases of office management. Among important subjects covered will be handling of a tag and coupon system, coupon counting and analysis, order handling, and production control.

The Association plans also to present a Uniform Chart of Accounts for the shoe industry prepared especially by a certified public accounting firm. This will be accompanied by a model Profit and Loss Statement and Balance Sheet.

Members will be allowed to participate in collection of certain financial operating ratios which will be sent to a leading university for analysis. This will give manufacturers a yardstick against which to check their own operations.





**TECHNICAL DIRECTOR** of the Industrial "Alamask" Reodorant Division of Rhodia, Inc., New York, is Breckinridge K. Tremaine. Formerly with E. I. du Pont de Nemours & Co., Tremaine has been on loan to Rhodia since April of this year as acting technical director. Rhodia's Reodorant Division, purchased from du Pont earlier this year, makes a line of industrial reodorants designed for airborne odor abatement in the transportation and handling of hides.

### Armour Offers Stock Plan

Armour & Co., Chicago has announced plans for exchanging its \$6 preferred stock into 30-year 5% cumulative income subordinated debentures. Directors of the big meat packing company have tentatively set Dec. 7th as the date for a special meeting of stockholders to consider the plan.

Under the plan, which Armour attorneys and financial advisers have been studying, the preferred would be exchanged at \$120 a share. It is redeemable at \$115 and has accumulations totaling \$13 a share. Each debenture, due in 1984, would be accompanied by a 10-year warrant for the purchase of one share of Armour common. A two-third vote of preferred and common stockholders, as of record Nov. 22nd, is required.

In a preliminary prospectus giving details of the plan, Armour disclosed that it lost more than \$5½ million on its operators in the first 44 weeks of the 1954 fiscal year. However, application of certain back tax credits and readjustment of income tax reserves to reflect final settlement of liability for past years resulted in net income for the period of \$651,413.

The company indicated that the financial results for the 44 weeks "are not necessarily indicative of the

probable results for the full fiscal year of 1954 due to seasonal influences." The last two months are usually at a more highly profitable rate, as compared with the preceding 10 months of the company's fiscal year.

### Hub Club To Hear Flack

Gene Flack, sales counsel and director of advertising for Sunshine Biscuits, Inc., will be guest speaker at the first meeting this season of the Boston Boot and Shoe Club. The

Club opens its 66th season on Wednesday evening, Nov. 17 at Boston's Hotel Statler.

A dramatic and humorous speaker, Flack will speak on "The Time is Now." He is past president of the National Sales Executives which numbers some 23,000 sales directors representing more than five million salesmen, and is also past president of the Sales Executive Club of New York.

Club president George E. Hamel, a director of L. H. Hamel Leather Co. in Haverhill, will preside as toastmaster.

## NAPHTHALENE SYNTANS

Produced according to our chemical specifications—polymer size, salt content, acidity, degree of sulfonation—to meet different requirements.

**Chemtan A, B, C, N, T-5, T-13.**

Let us explain the reason for each product.



DEVELOPMENT AND INTRODUCTION OF  
BETTER **CHEMICALS** FOR **TANNING**

LEATHER and SHOES



#### MORE TANNERS CONVENTION CANDIDS

(see Nov. 6 issue for others)

From left to right: 1—Bona Allen III, Simon Allen. 2—Max Gluck. 3—E. E. Doherty, Lamar Whiting, N. E. Nelson. 4—O. D. Mosser, J. P. Wright, M. Armour. 5—Sherman Howes, George A. Hegner. 6—Kimble Atkinson, Nelson Kiernan.

#### ECONOMY MOVE

### International Shoe To Close Cohas Plant

International Shoe Co. of St. Louis will discontinue operations at its Cohas Factory in Manchester, N. H., late in Nov., James Lee Johnson, vice president announced this week.

Johnson said the plant is being closed "for reasons of economy and efficiency." International has other facilities for manufacturing the line of shoes produced at Cohas.

The company will "make every effort" to help the approximately 175 workers affected by the shutdown in securing other work, Johnson stated.

International acquired the Cohas plant in May 1921 with purchase of the W. H. McElwain Co. Daily production of the unit totaled nearly 1200 pairs of men's welt shoes.

The space now occupied by the Cohas unit in the Manchester Central Plant will be used by the company for warehousing facilities.

### Kinney Sells Warehouse

The G. R. Kinney Co. warehouse at 403 S. Second St., Harrisburg, Pa., has been sold for "somewhat less than" the \$400,000 the shoe firm had been asking for its 100,000 square foot unit. Purchaser was a New York-Philadelphia syndicate which plans to lease the property.

A new 200,000 square foot warehouse is being constructed by the firm at a cost of close to 2 million dollars at Shiremanstown, near Harrisburg, which Leslie A. Carr, manager of distribution, says will become the main distributing center for Kinney's 350 retail stores in 40 states.

Possession of the present warehouse is to be given to the new owners on or soon after Jan. 1, by which time the Kinney company expects to occupy its new unit.

Carr said 160 employees would be shifted to the Shiremanstown warehouse. By April 1, the office quarters of the new building will be opened to some 60 workers now on the upper floor of the Kinney retail store located in Harrisburg.

Establishing its first warehouse here in 1920, the Kinney firm erected its present larger unit ten years later.

## New Officers For LIA

New officers of Leather Industries of America elected for 1955 are Michael F. Flynn of John Flynn & Sons Co., Salem, president (See L&S, Nov. 6), and Harold B. Ross of A. H. Ross & Sons Co., Chicago, treasurer.



MICHAEL F. FLYNN

New directors elected to the board include: S. J. Kibler for raw materials section, Oscar Wederbrand for tanning materials and chemicals section, Walter Griffith for the Canadian Division of LIA, E. K. Ellis for upholstery, Harry D. Niblock for sole, Richard Bernheim for Eastern side, and A. E. Gebhardt for splits.

President Flynn has appointed Joseph Eberle and E. S. Fitzgibbons to the executive committee.

## NOT AN IOTA

### Ben Gold Appeal Denies False Oath

Conviction of Ben Gold, ex-president of International Fur and Leather Workers Union, on charges of falsely swearing that he was no longer a Communist was based on "not one iota of evidence," Gold's lawyers told the U. S. Court of Appeals in Washington, D. C.

Gold's lawyers are seeking to have reversed a Federal Court ruling made early last spring that he was still a member of the Communist Party when he signed a non-Communist affidavit in Aug. 1950. The former IFLWU head is now on bail facing a one to three year jail term.

In a brief filed this week, the defense asserts that five Government

employees and the wife of another were allowed to serve on the Gold jury at a time when Government employees were under pressure from the Government's loyalty program. They also cited the disqualification of two jurors following visits by FBI agents who told the court the jurors had received "propaganda" favoring Gold.

Gold resigned as head of the union last month as a result of widespread discontent among rank and file members. He was recently named to represent the Furriers Joint Council in contract talks with fur manufacturers.

## Side Lasting Wire

C. S. Pierce Co. of Brockton, Mass., is offering a new side lasting wire and attachment for distribution in the East. The new wire is claimed to offer labor-saving advantages while eliminating spool inventory. It is packaged for clean side lasting operation.

Sumner Franklin has been appointed Pierce sales representative for Pennsylvania, New York, Michigan, Maryland and Ohio while William Hughes, formerly with John Hughes, will cover Maine exclusively. Both will handle Pierce's lines of shoe forms and shoe trees.

**Barium\***  
**SODIUM SULPHIDE**  
**FLAKES**

***They're Wafer Thin and Iron-Free!***

You don't need to pre-dissolve BARIUM\* SODIUM SULPHIDE FLAKES because they're wafer thin and ready to go to work at once. They dissolve quickly into a pale yellow solution containing no sediment—no iron or other heavy metals. No wonder more and more tanners are calling for BARIUM\* SODIUM SULPHIDE FLAKES . . . why don't you?

\***Barium** REDUCTION CORPORATION  
SOUTH CHARLESTON  
WEST VIRGINIA



**SILVER OSCAR AWARD** is accepted by Edgar E. Rand, left, president of International Shoe Co., St. Louis, in recognition of the Company's 1953 annual report judged best among all companies in the consumer goods classifications. Making the presentation is Dr. Pierre R. Bretey, chairman of the independent board of judges, at the Annual Awards Banquet held recently in New York City. The annual report awards are sponsored by Financial World. The event marked the first time a firm in the leather and shoe industry has won the silver award.

### United Earnings Off

Earnings of United Shoe Machinery Corp. for the quarter ended Aug. 31 showed a substantial decline from the same period a year ago, the company reports.

Net profit after income taxes for the 1954 quarter amounted to \$1,-

450,165 equal to \$.58 per common share. Sales and revenues for the period amounted to \$15,834,028. In the 1953 quarter, net profit after taxes totaled \$2,005,649 equal to \$.82 per common share.

For the six months ended Aug. 31, 1954, net profit after taxes was

\$2,692,878 as compared with net profit after taxes of \$3,533,446 last year. Earnings per common share amounted to \$1.08 in this year's half against \$1.44 a year ago. Sales and revenues this year amounted to \$32,234,458 against \$35,538,602 last year. The company has 2,318,694 common shares outstanding.

### Penn Group Expectant

Close to 275 members of the leather and shoe industry along with leading trade association officials get together Thursday evening, Nov. 18 for one of the trade's most anticipated events—the 17th annual banquet of the Central Pennsylvania Shoe and Leather Association. The place: Penn-Harris Hotel in Harrisburg, Pa.

David H. Kreider, president of W. L. Kreiders' Sons Manufacturing Co., Palmyra, Pa., is president of the association, which now has close to 500 members, by far the largest enrollment in the history of the group.

The organization's board of directors will meet prior to the banquet to elect officers for the coming year. Other officers now are:

O. Eugene Dellinger, Dellinger Sales Co., Reading, Pa., first vice-president; Thomas Reider, Reider Shoe Manufacturing Co., Schuylkill Haven, Pa., second vice-president, and Paul B. Good, Eby Shoe Co., Ephrata, Pa., secretary and treasurer.

Mr. Kreider said that an outstanding speaker has been selected to address the gathering, but his name will not be announced until the time of the banquet. Music will be furnished by The Chordsmen, Arthur Godfrey Talent Scout winners.

Among the guests expected are the following officials of the National

### LEATHER

YESTERDAY — TODAY —  
ALWAYS

# DERMABATE

COMPOUNDS AND LIQUID EXTRACTS  
**AMERICAN EXTRACT CO.** PORT ALLEGANY, PA.



Shoe Manufacturers Assn.: Merrill A. Watson, executive vice-president; Harold R. Quimby, executive secretary, and William Sheskey, economist. Irving Glass, executive vice-president of the Tanners Council of America, and George Ecclesine, president of the Boot and Shoe Travelers Assn. of New York, Inc., are also slated to attend.

Arrangements for the banquet are in charge of a committee composed of Mr. Dellinger, chairman; Mr. Reider and John Hungler, of Harrisburg, representative of the Armour Leather Co.

## GOOD PROSPECT

### Business Sees Upturn For First Quarter 1955

U. S. businessmen are looking for a definite upturn in the first quarter of 1955. This is the consensus of some 1309 business executives surveyed this week by the staff of Dun & Bradstreet, Inc.

The executives, comprising a random cross-section of the nation's larger and medium-sized manufacturers, wholesalers and retailers, were asked whether their sales, profits, inventories, prices and number of employees are expected to be higher, lower or the same as in the first quarter 1954. Manufacturers were also asked to give their expectations based on new orders.

The survey shows that 56 percent of the executives look forward to higher sales and 43 percent larger net profits after taxes, comparing the two first quarters. Lower sales are anticipated by 13 percent and smaller net profits are expected by 12 percent.

No change in the direction of sales is expected by 31 percent of the concerns surveyed, and 45 percent are of the opinion that the level of their earnings will be about the same.

The latest survey is the first in over a year in which a majority of business executives interviewed have expected an increase in sales, looking ahead to a forthcoming quarter. In the preceding survey made for the fourth quarter of 1954 compared with the same period of 1953, the number of business men expecting sales increases was 48 percent. The similar percentage for the third quarter was 46 percent, and for the second quarter 43 percent.

Another interesting point is the fact that slightly more executives are projecting increases than decreases in the forthcoming levels of their inventories. The figures show that 24 percent of the concerns expect higher first quarter inventories, compared with the 1954 first quarter, while 23 percent anticipate decreases and 53 percent think there will be no change.

Majority expectations as to selling show no change, with 12 percent expecting that prices will be higher, 76 percent that they will be the same, heavily of the view that prices will be in the first quarter of 1955 are and 12 percent anticipating lower prices.

### Leada Changes Hands

Control of Leada Baby Shoe Co., Danvers, Mass., manufacturer of infants' stitchdowns, has been purchased by Mrs. Grace H. McCutcheon and associates. Mrs. McCutcheon is president of Ideal Baby Shoe Co., also of Danvers.

The 27-year-old firm will continue under the same name at the same location and with no change in personnel, according to Mrs. McCutcheon. Former owners Charles Mercier and George Gregory will remain in charge.

Leada will be operated independently, Mrs. McCutcheon said, and an expansion program will be launched shortly.



MANAGER of Shoe Division Sales for Graton & Knight Co., Worcester tanner, is Sumner Keith of Brockton, who will be responsible for national direction of sales of upper leather, welting and sole leather for work and dress shoes. Keith was formerly with Geilich Tanning Co. of Taunton, Mass., and previously served as promotion manager of Barbour Welting Co., Brockton.

### Brown Promotes Griffin

Brown Shoe Co. has announced election of W. L. H. Griffin as secretary. He succeeds Clyde P. Evans who retired as secretary on Oct. 31 after 39 years with Brown.

Griffin held the position of assistant secretary and treasurer of Wohl Shoe Co. until recalled by the Navy during the Korean War. After release from service with the rank of Lt. Commander, he joined Brown Shoe's financial department.



# ARKOTAN<sup>®</sup>

Highly efficient tanning assist adaptable for vegetable, chrome, alum and formaldehyde tannages.

Imparts silky grain to the leather with increased roundness and improved tensile strength.

Can be used as a mordant with excellent results on calf, side and glove leather.

A perfect pre-tannage for shearlings.

Produces a clean, white leather when used in conjunction with chrome in the tannage and as a bleach on top.

● Information, samples or demonstration upon request.

## Arkansas Co., INC.

MANUFACTURERS OF INDUSTRIAL CHEMICALS FOR OVER 50 YEARS  
NEWARK, NEW JERSEY







**MERIT AWARD** to American Hide and Leather Co., Boston, for its Willow-Weave loomed leather is held by DeFred G. Folts, Jr., sales promotion manager, while Stanley M. Rowland, president, and Morris Joffe, director, (with sample shoe) look happy about it all. Award was made by Associated Industries of Massachusetts. Willow-Weave was among prize-winning new developments shown recently at Associated Industries Merit Court in Boston.

## MILITARY BUYING

### Invitations

**Safety Shoes.** U. S. Naval Supply Activities, 29th St. & Third Ave., Brooklyn 32, N. Y., has issued Inv. No. IFB-N140-161-55 calling for 220 pr. shoes, safety, blucher style. Black leather uppers, with unlined quarters and lined vamps. Corded, oil-resist-

ant, synthetic rubber compound full double soles, leather insoles, leather heel base and top lifts, 6" blucher style straight-tip pattern, with steel safety-toe box, Goodyear welt construction, packed 1 pr. per box, 10 boxes per case. Material to be furnished shall be in accordance with the American War Standard for Protective Occupational Footwear, man's safety toe shoes, type Z41-1-KC obtainable upon application from American Standards Assn., 70 East 45th St., New York, N. Y. Bid opening Nov. 29, 1954.

**Men's Dress Shoes.** Philadelphia Quartermaster Depot, 2800 South 20th St., Phila. 45, Pa., has issued IFB-QM-36-030-55-257 covering 23,285 prs. shoes, dress, man's, oxford, leather, black. Procurement is for the U. S. Air Force. Delivery schedule, Jan. & Feb., 1955. Opening Nov. 19, 1954.

**Men's Dress Shoes.** Philadelphia Quartermaster Depot has issued IFB-QM-36-030-55-261 covering 25,932 pr. shoes, dress, man's, oxford, plain toe, leather russet. Procurement is for the U. S. Army. Delivery schedule, Jan. & Feb., 1955. Opening Nov. 19, 1954.

**Helmet Liner Bands.** The Chicago Quartermaster Depot, 1819 West Pershing Road, Chicago 9, Ill.,

has issued Invitation to Bid 55-156B calling for bids on 96,430 helmet liner bands, M-1, head, new type, Mil. Spec. MIL-B-1953A. An additional quantity of 97,200 each will be procured from Small Business firms only by negotiations with the Small Business firms who submit bids on the advertised portion and are within 120 percent of the lowest responsive bid. Opening Dec. 7 in Chicago.

### Shoes, Adults' and Children's.

The District of Columbia Government Procurement Office, 499 Penn. Ave., N.W., Washington 1, D. C. has issued Inv. No. 17563-H calling for 4,823 pr., shoes, adults' and children's. Opening Nov. 15.

### Bids

**Leather Straps.** The A. Reif & Co., Phila., Pa., was low bidder on Inv. No. 103 which opened at the Chicago Quartermaster Depot, Chicago, Ill. Reif quoted a unit price of \$.20 each for 30,000 straps, leather, chin, helmet, M-1, less a cash discount of 1/2%-30 days. Bid opened October 29, 1954.

### Awards

**Service Shoes.** The Philadelphia Quartermaster Depot has announced an award on shoes, service, men's, high, leather, black, to John Addison Footwear Co., Marlboro, Mass., for a quantity of 26,145 prs. Dollar volume totalled \$133,339.50. Award was on Negotiated Procurement QM-NEG-67.

### New Line For Lanigan

Joseph S. Lanigan, well-known tanners' agent, has been appointed a New England sales representative for Graton & Knight Co., Worcester tanner. He will handle the firm's line of upper leathers for dress and work shoes.

Active in the leather business since 1922, Lanigan was previously Eastern Manager of J. Greenbaum Tanning Co. His offices are at 95 South St., Boston.

### Correction

The item appearing on page 19 of the Oct. 9 issue stating that the new contract at Armour & Co.'s Newberry, Pa., plant is the only agreement in the leather industry providing for eight paid holidays was in error. Earl W. Jimerson, president of AFL Amalgamated Meat Cutters and Butcher Workmen advises that the union has had similar provisions on the Pacific Coast and other sections for several years.



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**COMBINING — ELASTICIZING  
PLASTICS  
BACKING CLOTH**

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MANUFACTURING COMPANY**

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## LEATHER MARKET REPORT

# Leather Prices Firm New Business Steady

Calf And Sides Most Widely Wanted Leathers  
Grains And High Fashion Colors Grow In Importance

In New York, leather demand is still for the mellow tannages and in men's shoes the grains seem to be wanted. Pricewise, leather is still at 36c and down for large spread elk.

Women's weight calf in demand with the high priced shoe manufacturers taking on leather from \$1.00 to \$1.02 and down. Some tannages sold in the 30's and down.

In sole leathers, the supply of heavy bends is below the other weights which means prices are firm. The 9/10 iron bends are mostly ranged from 46/48c with middle weights 51/56c as to tannages, etc. On the light weights some say to 63c while others say to 61c.

On bellies, the important quantities are from 24c to 25c for cows and steers while others say they can sell cows at 25c and have no trouble selling steers at 26c. Double rough shoulders mostly 42-44c for the volume moving weights.

**Sole Leather tanners busier.** Slight improvement in demand this week as buyers show inclination to take advantage of present low market level.

From 63c down is asking price for best light bends. About 55c and down asked for best 8-9 iron leather

with 53c and down accounting for most business. About 48c and down quoted for 9-10 irons while around 46c and down the usual asking price for over ten irons.

**Sole Leather Offal firm.** Business fair with some, slightly better with others.

Bellies bring 24-25c, sometimes for well trimmed stock a cent more. Single shoulders with heads on bring about 36c and down with heads-off shoulders quoted at about 40c and down. About 38c more often paid.

Double rough shoulders sell at about 42c and down for most tannages. Up to 46c asked for selected lights for specialty purposes.

**Calf shipments continue strong.** Firmer raw material prices give firmness to price structure.

Men's top grade calf priced at about 99c and down. Volume tannages have many prices with about 85c and down most often heard.

Women's weight calf in small skins quoted at 92c and down while 87c and down wanted for regular sized skins. Volume tannages ask about 80c and down with leather below 70c in especially strong demand.

**Sheep Leathers hold well.** Slight softening in prices during last

## Prices and Trends of Leather

| KIND OF LEATHER           | THIS<br>WEEK | MONTH<br>AGO | YEAR<br>AGO   | 1953<br>HIGH |
|---------------------------|--------------|--------------|---------------|--------------|
| CALF (Men's HM)           | 58-99        | 58-99        | 73-1.06       | 95-1.20      |
| CALF (Women's)            | 53-93        | 53-93        | 62-1.03       | 80-1.03      |
| CALF SUEDE                | 70-1.00      | 70-1.00      | 60-1.00       | 85-1.10      |
| KID (Black Glazed)        | 55-90        | 55-90        | 55-90         | 75-90        |
| KID SUEDE                 | 40-90        | 40-90        | 48-91         | 80-96        |
| PATENT (Extreme)          | 46-56        | 46-56        | 55-60         | 60-64        |
| SHEEP (Russet Linings)    | 15-23        | 15-23        | 16-27         | 18-32        |
| KIPS (Combination)        | 45-50        | 45-50        | 52-56         | 64-68        |
| EXTREMES (Combination)    | 43-48        | 43-48        | 48-52         | 56-59        |
| WORK ELK (Corrected)      | 31-35        | 31-35        | 37-41         | 38-45        |
| SOLE (Light Bends)        | 61-63        | 62-66        | 65-67         | 68-72        |
| BELLIES                   | 24-25        | 25-26        | 27-29         | 26-28        |
| SHOULDERS (Dbl. Rgh.)     | 40-44        | 42-46        | 51-53         | 51-56        |
| SPLITS (Lt. Suede)        | 30-36        | 32-38        | 30-35         | 35-39        |
| SPLITS (Finished Linings) | 17-22        | 17-22        | 17-22         | 24-26        |
| WELTING (1/2 x 1/2)       | 6 1/4        | 6 1/4        | 7 1/2         | 8            |
| LIGHT NATIVE COWS         | 13 1/2-14    | 12 1/2       | 15 1/2-16 1/2 | 20 1/2       |

All prices quoted are the range on best selection of standard tannages using quality rawstock.

**Armour's  
QUALITY  
Leathers**  
U.S.A.

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... Mellow,  
full grained,  
elk kips

*Armour Leather Co.*  
CHICAGO · BOSTON · NEW YORK

from the GOLDEN STATE ...

come  
**GOLDEN  
VALUES**

in  
**GLOVE  
TANNAGE  
SIDES ...**

**CHROME  
SPLITS**

finished for  
uppers, and

**SOFT, colorful  
ANILINE  
COWHIDE**

*Los Angeles*

**TANNING COMPANY**

4101 WHITESIDE STREET  
LOS ANGELES 63

two weeks now seems at an end. Prices this week firm.

Best russet boot linings usually priced at 23c and down. Around 20c accounts for most sales made. Shoe lining russets quoted at about 23c and down but big call is for leather in grades between 15 and 20c. Colored vegetable linings ask as high as 25c, usually get up to about 23c. Chrome linings firmer at 28c and down for most, about 30c asked for very best.

**Side Leather billings continue strong.** Footage shipped in past month substantial. Most tanners have backlogs to carry production another 30 to 90 days.

Combination tanned kips bring about 50c and down for heavy leather, correspondingly less for lighter weights. Best heavy extremes bring up to about 48c, others ask a

few cents less. Large leather quoted at variety of prices with 38c and down about tops, 34c and down more general.

Chrome kips quoted at about 48c and down for heaviest, 46c and down for medium and light weights. Extremes ask about 42c and down while large leather usually brings 36c and down for heavies, 34c and down for medium and light, and still less for some tannages.

**Split market unchanged.** Linings still account for most business being done.

Very best finished linings ask 18-22c but most linings sold in 15-19c range. Up to 26c asked for very finest suede linings. Volume done in grades between 16 and 23c.

Heavy suede quoted at 38c and down finds few customers. Light suedes at about 25c and down get

but moderate interest. Sole splits unchanged.

**Kid leather better.** Black glazed continues to outstrip all other leathers and is selling quite well. Black suede currently far behind black glazed but it is selling in some quantity.

White suede selling to resort trade. This year seems to have been better for white suede and white glazed. Some also report a lot of talk about color but tanners, for the most part, do not feel it worth their while to go in for a variety of color, concentrate on reds, blues and browns leaving the more unusual shades in the hands of a few tanners. These varied colors are produced in glazed rather than suede.

Linings moving fairly well with big demand in black. Slipper leathers show some life. Some tanners find crushed is moving to some degree—others do not sell it at all. All prices Rawskins still unsatisfactory.

#### Average Kid Leather Prices

Suede 32c-90c  
Crushed 35c-75c  
Slipper 25c-60c  
Linings 25c-55c  
Glazed 25c-\$1.00  
Satin Mats 69c-98c

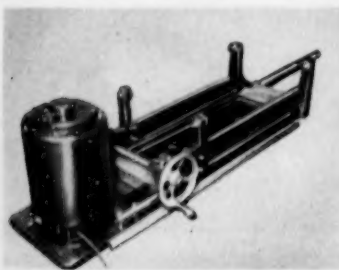
**Belted leather holds.** Philadelphia tanners report that in spite of the fact that business hasn't picked up they are not too dissatisfied—because it has not dropped.

Curriers report some fair business. All unanimous in reporting that orders are for small amounts and that this pattern of buying does not seem to be changing. No price changes.

**Glove leathers drag.** The tail end of the season finds re-order business fairly good for the glove manufacturer but very quiet for leather dealers. Many late orders will not be filled because of the lack of cutting time.

Pigskins move the best of glove leathers. All grades in demand from 70c down to 22c. Some cabrettas sold in the lower grades. Buyers' ideas are from 40c down. Deerskins slow with some sellers asking about 50c for the number ones. Buyers' ideas are around 42c. Some Grey Suedes moving at 34c and 28c. Stocks extremely light. Iranians doing a little better. Prices firm from 26c down to 15c depending on the tannages. Light weights move well at 21c and 17c. High colors bring 2c higher.

**Work glove slow.** Buyers of work glove leather inclined to mark time this week following recent purchases.



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Trade advices point out that a lot of work gloves have been made of late in anticipation of increased consumption in heavy industries.

LM weight work glove splits of No. 1 grade steady at 12-13c, No. 2 grade 11-12c and No. 3 grade 10-11c. M weight of No. 1 grade quoted at 13-14c, No. 2 grade at 12-13c and No. 3 grade at 11-12c.

**Garment sags.** Competition among various sellers was responsible for lower prices.

Suede a shade lower at 28-29c and down for good tannages and reports that a lot of ordinary leather in the volume grades moved at 22-24c as well as 25c. Grain finish moved mostly at 26c and down for the volume lines it was stated.

A little more business in cowhide garment leather with buyers more ready to pay steady prices. Market firm at 30-32c for good tannages. Horsehide garment leather moved in spotty fashion at 32-33c and down.

**Bag, case and strap slow.** Some producers were rather busy filling old orders previously booked but found new bookings coming very slowly.

Case leather of 2-2½ ounce still quotably unchanged at 42-43c and the 3-3½ ounce at 43-44c. Grade A russet strap leather held at mostly steady prices, 4/5 ounce at 50c, 5/6 ounce 52c, 6/7 ounce 54c, 7/8 ounce 56c, 8/9 ounce at 58c, 9/10 ounce at 61c and 10/11 ounce at 64c.

Grade B remained 2-3c less and Grade C about 5-6c less. For glazed finish, sellers charged 2c more and for colors 3c more than russet prices.

## Tanning Materials

### Raw Tanning Materials

|                                      |                |          |
|--------------------------------------|----------------|----------|
| Wattle Bark, ton                     | "Fair average" | \$98.00  |
|                                      | "Merchantable" | \$95.00  |
| Myrobalans, J. I's Bombay            |                | \$44.00  |
| Sorted                               |                | \$47.00  |
| Genuines                             |                | \$53.00  |
| Crushed 42-44%                       |                | \$62.00  |
| Valonia Cups, 30-32% guaranteed      |                | \$45.00  |
| Valonia Beards, 40-42% guaranteed    |                | \$57.00  |
| Mangrove Bark, Ecuadorian            |                | \$55.00  |
| Mangrove Bark, Colombian             |                | \$58.00  |
| Mangrove Bark, 38% E. African        |                | \$68.00  |
| Divi Divi, Dom. 48% basis shp't, bag |                | \$72.00  |
| Divi Divi, Col. 42%                  |                | \$65.00  |
| Sumac, 28% leaf                      |                | \$123.00 |
| Ground                               |                | \$118.00 |

### Tanning Extracts\*

|   |      |
|---|------|
| Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant   |      |
| Tank cars   | 4.00 |
| Barrels, c.l.   | 4.75 |
| Barrels, l.c.l.   | 5.10 |
| Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant |      |

|   |           |
|---|-----------|
| Bags, c.l.  | 10.32     |
| Bags, l.c.l.  | 11.02     |
| Cutch, solid Borneo, 55% tannin                                 | .08½      |
| Hemlock Extract, 25% tannin, tk. cars f.o.b. works              | .06¼      |
| bbls. c.l.  | .06¾      |
| Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.             | .06½      |
| Quebracho Extract:  |           |
| Solid ord., guaranteed 63% tannin, c.l.                         | 11 21/32  |
| Solid, Clar., guaranteed 64% tannin, c.l.                       | .12 23/64 |
| Wattle extract, solid, c.l., East African 60% tannin            | .09¾      |
| Wattle extract, solid, c.l., South African 60% tannin           | .10       |
| Powdered super spruce, bags, c.l. .05¼; l.c.l.                  | .05½      |
| Spruce extract, tks., f.o.b. wks                                | .01¾      |
| Myrobalan extract, solid, 55% tannin                            | .07¼      |
| Myrobalan extract, solid, 50% tannin                            | .07       |
| Myrobalan extract, powdered, 60%                                | .09       |
| Valonia extract, powdered, 63%                                  | .08¼      |
| Quebracho extract, powdered, Swedish spray dried, 76-78% tannin | .16¾      |
| Wattle extract, powdered, Swedish, 73% tannin                   | .15¾      |
| Powdered Spruce, spray dried, Swedish                           | .04       |
| Myrobalan, Swedish, powdered 68-70%                             | .11½      |
| Oakwood, Swedish, solid, 60-62%                                 | .11¼      |
| Oakwood, Swedish, powdered, 64-66%                              | .11¾      |
| Larchbark, Swedish, solid, 54-56%                               | .11½      |
| Larchbark, powdered, Swedish spray-dried, 58-60%                | .12½      |

### Tanners' Oils

|   |           |
|---|-----------|
| Cod Oil, Nfld., loose basis, gal.                     | .95       |
| Cod, sulphonated, pure 25% moisture                   | .13-.13½  |
| Cod, sulphonated, 25% added mineral                   | .11½-.12  |
| Cod, sulphonated, 50% added mineral                   | .11-.11½  |
| Castor oil, No. 1 C.P. drs. l.c.l.                    | .20       |
| Sulphonated castor oil, 75%                           | .20       |
| Linseed oil, tks., f.o.b. Minn. drums, c.l.           | .13.5     |
| Neatsfoot, 20° C.T.                                   | .28-.29   |
| Neatsfoot, 30° C.T.                                   | .26-.27   |
| Neatsfoot, prime drums, c.l., f.o.b. Chicago          | .18¼      |
| l.c.l., f.o.b. Chicago                                | .18¾-.19¼ |
| Neatsfoot, sulphonated, 75%                           | .18-.18½  |
| Olive, denatured, drs. gal.                           | 1.95      |
| Waterless Moellon                                     | .14½      |
| Artificial Moellon, 25% moisture                      | .14       |
| Chamois Moellon, 25% moisture                         | .11-.12   |
| Common degreas  | .10¾-.12  |
| Neutral degreas                                       | .23-.24   |
| Sulphonated Tallow, 75%                               | .13½-.14  |
| Sulphonated Tallow, 50%                               | .10½-.11  |
| Sponging compound                                     | .13-.14   |
| Split Oil   | .11-.12   |
| Sulphonated sperm, 25% moisture                       | .19       |
| Petroleum Oils, 200 seconds visc., tks., f.o.b., gal. | .14¾      |
| Petroleum Oils, 150 seconds visc., tks., f.o.b., gal. | .13¾      |
| Petroleum Oils, 100 seconds visc., tks., f.o.b., gal. | .12¾      |

\*Imported Extracts are plus duty.


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## HIDES AND SKINS MARKET REPORT

### Active Trading Again Marks Strengthening Rawstock Market

Dealers And Traders Pay  $\frac{1}{2}$ c Advances Encouraged By Trend But Tanners Slow To Fall In Line

**Big packers on move again.** Although tanners had taken a large percentage of the hides sold in the previous period, dealers and traders stepped into the market early this week and paid advances of a half cent for most selections. The market was unusually active on Monday, about 50,000 big packer hides sold as the week opened.

Two big packers were particularly free sellers, one moving over 31,000 and the other approximately 12,000 hides at the higher prices. A third big packer and a large outside independent packer also sold several cars.

In initial trading at half cent advances, packers moved river heavy native steers at 12c, picked-point river heavy native cows at 12c, light native cows at  $13\frac{1}{2}$  for northrens and 14c for rivers, branded cows at  $10\frac{1}{2}$ c for northern-rivers and 11c for light average southwesterns and 10c for far westerns such as Denvers.

One packer sold a car of St. Paul light cows at 14c and 2,000 Lake Charles, La., very light average branded cows at 12c. Other selections sold included butt branded steers at  $10\frac{1}{2}$ c and Colorados at 10c while late in the preceding week a car of about 800 light branded steers sold at  $11\frac{1}{2}$ c.

**Independents slacken.** Most large midwestern independent packers had few hides to offer this week as they had sold freely in the preceding week and cleaned up approximately 20,000 hides or more at going prices.

A large Iowa packer sold 3,000 light cows from Ottumwa and Sioux Falls plants at 14c and 2,000 Sioux Falls branded cows at  $10\frac{1}{2}$ c. This seller reported bids present for branded steers at  $10\frac{1}{2}$ c for butts and 10c for Colorados but hesitated to sell due to light unsold stocks.

A New York packer confirmed sales

#### HIDE FUTURES

|         | Close<br>Nov. 10 | Close<br>Nov. 4 | High<br>for Week | Low<br>for Week | Net<br>Change |
|---------|------------------|-----------------|------------------|-----------------|---------------|
| January | 12.75T           | 12.75T          | 13.17            | 12.70           | —             |
| April   | 13.37B           | 13.39T          | 13.79            | 13.35           | —02           |
| July    | 13.95B           | 13.98B          | 14.37            | 13.88           | —05           |
| October | 14.42B           | 14.45B          | 14.84            | 14.39           | —03           |
| January | 14.78B           | 14.82B          | 15.22            | 14.95           | —04           |
| April   | 15.13B           | 15.12B          | 15.52            | 15.52           | +01           |

Total Sales: 313 Lots

#### HIDE AND SKIN QUOTATIONS

|                         | Present                            | Week Ago             | Month Ago                          | Year Ago             |
|-------------------------|------------------------------------|----------------------|------------------------------------|----------------------|
| Heavy native steers     | 12 -12 $\frac{1}{2}$               | 11 $\frac{1}{2}$ -12 | 12 -12 $\frac{1}{2}$               | 14 $\frac{1}{2}$ -15 |
| Light native steers     | 14                                 | 13 $\frac{1}{2}$ -14 | 13                                 | 16 -16 $\frac{1}{2}$ |
| Ex. light native steers | 19 $\frac{1}{2}$ N                 | 19 $\frac{1}{2}$ N   | 19                                 | 19N                  |
| Heavy native cows       | 12 -12 $\frac{1}{2}$               | 11 $\frac{1}{2}$ -12 | 11 -11 $\frac{1}{2}$               | 14 -15               |
| Light native cows       | 13 $\frac{1}{2}$ -14               | 13 -13 $\frac{1}{2}$ | 12 $\frac{1}{4}$ -12 $\frac{1}{2}$ | 16 $\frac{1}{2}$     |
| Heavy Texas steers      | 10 $\frac{1}{2}$                   | 10                   | 9 $\frac{1}{2}$                    | 13 $\frac{1}{2}$     |
| Butt branded steers     | 10 $\frac{1}{2}$                   | 10                   | 9 $\frac{1}{2}$                    | 13 $\frac{1}{2}$     |
| Light Texas steers      | 11 $\frac{1}{2}$                   | 11N                  | 10 $\frac{1}{2}$                   | 13 -13 $\frac{1}{2}$ |
| Ex. light Texas steers  | 14 $\frac{1}{2}$ -15N              | 14 $\frac{1}{2}$ N   | 14N                                | 14 $\frac{1}{2}$ -15 |
| Colorado steers         | 10                                 | 9 $\frac{1}{2}$      | 9                                  | 12 $\frac{1}{2}$     |
| Branded cows            | 10 $\frac{1}{2}$ -11               | 10 -10 $\frac{1}{2}$ | 9 $\frac{1}{2}$ -10                | 13 -13 $\frac{1}{2}$ |
| Native bulls            | 8 $\frac{1}{2}$                    | 8 $\frac{1}{2}$      | 8 $\frac{1}{2}$                    | 10 $\frac{1}{2}$ -11 |
| Branded bulls           | 7 $\frac{1}{2}$                    | 7 $\frac{1}{2}$      | 7 $\frac{1}{2}$                    | 9 $\frac{1}{2}$ -10  |
| Packer calfskins        | 27 $\frac{1}{2}$ -40               | 27 $\frac{1}{2}$ -40 | 27 $\frac{1}{2}$ -37 $\frac{1}{2}$ | 42 $\frac{1}{2}$ -50 |
| Packer kipskins         | 21 $\frac{1}{2}$ -23 $\frac{1}{2}$ | 21 $\frac{1}{2}$ -23 | 21 -22                             | 25 -31               |

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.



involving a car of butt branded steers at 10½¢ and Colorado steers at 10¢. Late last week, one packer sold 7,100 southeastern Oct.-Nov. light hides at 14½¢ for natives and 12½¢ for brands.

**Small packers firm.** Southwestern light hides such as Texas 40-42 lb. avg. small packers sold up to 13½¢ flat fob. and some lighter stock averaging 37-39 lbs. is reported to have sold at 14¢ flat fob.

Midwestern light hides averaging 43 lbs. moved at 13¢, 44-46 lb. avg. at 12-12½¢, 48-50 lb. avg. at 11½-12¢, 50-52 lb. avg. 11-11½¢, 54-55 lb. avg. at 10½-11¢ selected fob. shipping points.

Reports that some choice plump Texas 40-41 lb. avg. hides sold up to 14½¢ flat fob. At mid-week, some sellers asking up to 13¢ for 48-50 lb. avg., 12½¢ for 50-52 lb. avg. and 12¢ for 52-54 lb. avg. midwestern hides. Small packer bulls ranged 6½-7¢ selected fob. and some sellers now talk up to 7½¢ fob.

**Country hides active.** Higher prices realized on many good quality lots, particularly from lower freight points.

Latest sales of mixed allweights including renderer hides averaging 48-50 lbs. were at 8½¢ flat trimmed fob. shipping points with some sellers asking up to 9¢. Good locker-butcher hides, free of renderers, brought 9¢ and some also sold at 9½¢ flat trimmed fob., depending upon average weights and shipping points. A number of sellers subsequently raised their asking prices upwards of 9½¢.

Glue hides ranged 6½-7¢ fob. for carload lots. One car of 52 lb. avg. glues reported sold at 6¾¢ fob. Country bulls in carlots held firmly at 5¢ fob. shipping points.

**Calf and kip strong.** Additional business in big packer northern calf at the 2½¢ advance last week boosted volume for the period to around 50,000. Northern heavy sold at 35¢ and light at 40¢. St. Louis heavy calf unchanged at 27½¢.

Stimulated by good export interest, demand for kip broad and active with prices showing an upward tendency. Following sales of St. Louis kip at 23¢, 1,500 St. Paul kips brought 23½¢. About 2,500 Kansas City overweights sold at 22¾¢. Sales of 5,000 San Antonio and Lake Charles kip and overweights at 22½¢ and 21½¢ respectively.

Buyers bid \$1.50, the last trading basis, for packer regular slunks. Big four killers, not anxious to quote prices but one seller intimated ideas

around \$1.75 for Jan. forward production. Large hairless slunks nominal at 85-90¢.

Small packer skins firming up with regular northern allweight calf quoted at 22-23¢ bid and sellers asking up to 25¢ while small packer kip saleable at 16-17¢ and up to 18¢ asked. Some interest in country skins in carlots at 16-17¢ for calf and 11-12¢ for kip.

**Horsehides mixed.** Following purchases made at \$6.00-\$6.50 trimmed and \$7.00-\$7.50 untrimmed fob. shipping points for good northern slaughterer horse hides, buyers showed further interest for additional supplies. However, market undertone improved enough for sellers to try for advances of 50¢ or more.

Reports in the trade that some Wis-

consin mules sold at \$4.75. Cut stock spotty. Northern fronts of good quality not very brisk at \$4.00. Butts, 22" and up, held at \$3.50-\$3.60.

**Sheep pelts ease.** Big packer midwestern clips sold at \$3.25-\$3.35 but more offered at these prices found buyers back-tracking to \$3.00. Likewise, Big Packer No. 1 shearlings sold in the range of \$2.25-\$2.50 according to quality while No. 2s moved down to \$1.20. The No. 3s available at 75¢ without takers.

One packer production of late October-November lamb pelts sold at \$2.70 per cwt. liveweight basis. Last sales of pickled skins in the range of \$6.50-\$7.25 per dozen, as to lots involved. Full wool dry pelts nominally around 27-28¢.

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**Goatskins limited.** Sellers report little business over week. This holds particularly in India and Pakistan where tanners refuse to pay prices asked for types of skins offered.

Not much doing either in Mochas and Mombasas as kid suede moves sluggishly. Good interest in Brazils and Nigerians from South America.

Group 5 Amritsars held up to \$10.50 per dozen c&f. in very limited trading. Tanners will not pay above \$8.75. Mochas bring buyers with genuine Batis moving at \$11.50 and best Bati types at \$10. Standard shipper Bati types sell at \$9.75.

In Nigerians, Red Kanos primes sell for \$1.04-\$1.06 per lb. c&f. Sakota primes move at \$1.19 per lb. Shade dried Mombasas report sold at \$9.45-\$10.25 per dozen.

**Dry Sheepskins restricted.** Sales of Cape gloves made to Europe at 147 shillings 6 pence basis prime Western large skins.

Addis-ababa butcher skins also offered here at \$10.75 with sellers asking for bids which buyers slow to return. Brazil cabrettas, however, firmer on European buying with sales reported of regulars at \$13.25 and specials at \$15.50 fob. basis.

Wool sheepskin markets slow and nominal. At the Australian wool sheepskin auctions, Melbourne had no sale with Sydney offering 42,000 skins and lambskins two to five pence cheaper while all others one to four pence lower. Longer lengths most affected.

Shearling sales spotty with only occasional spot lots moving.

**Pickled skins picky.** New season New Zealand North Island lambs move at 36-42 shillings, as to brands. Some small sales were made to Europe of certain brands at 36 shillings. Further re-sales noted of spot skins and some good sized quantities re-exported at from \$5.75-7.75, as to brands.

One large garment leather tanner has reduced prices considerably. Selling quarters here expect lower prices for Iranian pickled sheepskins.

Domestic market nominally unchanged with late sales at \$6.50-7.25, as to lots.

**Reptiles spotty.** Argentine back cut lizards find interest. No change in Brazil market as most shippers have not had any recent offerings of back cut tejus. Here too, season not expected to open up until towards the end of the year.

Wet salted Agra back cut lizards in good demand and some 9 inches up, averaging 10 inches, 80/20 selection, sold for 28c. Sellers now trying for cent advances or 18c for 8 inches up, averaging 9 inches, 29c for 9 inches up, averaging 10 inches and 35c for 10 inches up, averaging 11 inches.

Snakes slow although some shippers have refused bids of 28c for Madras bark tanned whips, 4 inches up, averaging 4½ inches combined with skins averaging 4¾ inches, 70/30 selection at 33c. An offering of 4 inches up averaging 4¾ inches at 37c combined with skins averaging 5 inches, 70/30 selection at 42c, drew slightly lower bids.

Good call for large sizes of wet salted Bengal back cut lizards, 11 or 12 inches and up, but few available. Latest reports from Siam that the market firmed up on ring lizards and shippers asking \$1.05 on latest offerings.

**Deerskins uncertain.** Foreign skins firm as relatively few offers received. Further interest for Brazil 'jacks' at 74c, basis manufacturers and possibly slightly higher would be paid, if skins were available. Buyers slow in meeting asking prices for Central American descriptions.

Domestic market opened lower with reports that western wet salted skins sold from \$1.50-1.65 and that best bids for Canadians \$1.85 although sellers trying for \$2.00-2.10. New York state and Maine skins around the western levels. Arrivals have been quite large and buyers anticipating a good kill this season.

**Pigskins drag.** Market in Europe still quiet on peccaries. More offers have made their appearance and some sellers trying to obtain bids.

Fulton County slow as most manufacturers busy finishing out orders. Good call for spot grey peccaries and some fair sized quantities moved, especially Bolivians with further offerings of grays at \$1.65 and blacks at 85c, basis manufacturers.

Some Para grey peccaries offered at \$1.80 ex-dock. Last confirmed sales for shipment at \$1.53 fob. combined with blacks at 92c fob. and wet salted capivaras at \$1.57 fob., basis importers. Peruvian grey peccaries last sold at \$1.90 and blacks at 85c c&f. basis importers.



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## CONSUMER COMES FIRST

### Minnoch Urges Hidemen Forget Competition

"Concentrate on the consumer rather than on competition," John K. Minnoch, executive director of the National Hide Association, advised the industry at the Tenth Annual Meeting of the Association October 27, at the Edgewater Beach Hotel, Chicago.

"Let's spend all our time talking about leather and selling it—getting new customers for our products—then we won't have to worry about what synthetics are doing to us. It will be the other way around, provided we don't price leather out of the picture. If we spent the same amount of time winning over new business that we do fighting substitutes, there might not be any need to fight them."

Minnoch pointed out that the trick isn't to sell a man one pair of shoes, he or she needs that pair—it's to sell two, three or even four pairs to the same person. To sell the extra pair should be the effort we make during 1955 and to do it we must have something extra special to sell—leathers that attract and appeal to the consumer.

The NHA leader cited here the percentage of leather soles in shoes continues to drop. "We haven't found the answer to that riddle yet, but we will," he said. "There must be an answer and it's up to LIA to find it, for a large percentage of leather goes into soles. In the meantime, we must safeguard the upper leather market to be sure we don't lose any of it to synthetics."

Minnoch also stressed two points:

1. The need for research to find uses for hides and skins other than leather.

2. The urgency of an educational program to train competent men for responsible positions in the hide industry.

"Already an experiment is being conducted that may enable rawstock to be utilized with textiles," he said. "This could be the first of a series of new uses for hides and skins other than for leather which NHA hopes to encourage."

Minnoch is negotiating with the University of Illinois to originate a pilot course to train men for the hide industry. It is hoped that this course will embrace hide inspection, brokerage, export and import, office man-

agement, some scientific study, and will be combined with considerable practical experience in packing plants and hide cellars.

### Juvenile Concentration

A price line study recently completed by the U. S. Bureau of Census reveals that 90.7 of all misses' and

children's footwear retailed up to \$7 a pair in 1953, according to Edward Atkins and Maxwell Field, PPSSA co-managers. More than half of all misses' and children's shoes—56.5%—retailed at \$5 or less a pair in 1953.

Production of youths' and boys' shoes were also heavily concentrated in the lower price brackets with 79.4% retailing up to \$7, and approximately 60% at \$5 or less, according to the PPSSA co-managers.

*you're  
sure  
if it's*

**Leatherok\***  
HEEL BASE BOARD

*It makes good sense to use the best . . .  
more so when the price is less.  
Whether your shoe is bargain priced  
or in the exclusive class, you stand  
on solid ground when you heel with Leatherok.*

*all over the world*

**GEORGE O. JENKINS CO.**  
BRIDGEWATER MASSACHUSETTS

\*Trade Mark Registered.

Leatherok Heel Base Board is also made in Canada by Bennett Ltd., Fort Chambly, P. Q. and in Caseyville, Illinois by Western Fibre Co.

# PEOPLE

*About industry personalities coast to coast*

• **Monroe Geller** of Andrew Geller, Inc., New York, will serve as co-chairman of the Shoe & Allied Industries Division in the 1954 Joint



MONROE GELLER

Defense Appeal Campaign. Other co-chairman is **Ralph Abrams** of Paliz-

zio, Inc. The campaign will be highlighted by a luncheon, Tuesday, Dec. 14 at the Hotel McAlpin in New York.

• Fashion stylist and consultant **Miss Sylvie Hamilton** has been retained by Wellco Shoe Corp. of Waynesville, N. C., to advise on the firm's styling of slipper casual lines. She has introduced striking new colors and fabric combinations in Wellco's forthcoming 1955 slipper lines.

• **Vernon Koenig** is now cutting room foreman at Belle Moc. of Lewiston, Me. He was formerly associated with Saxe-Glassman Corp. **Earl Rideout**, formerly in charge of the Belle-Moc cutting room, has resigned.

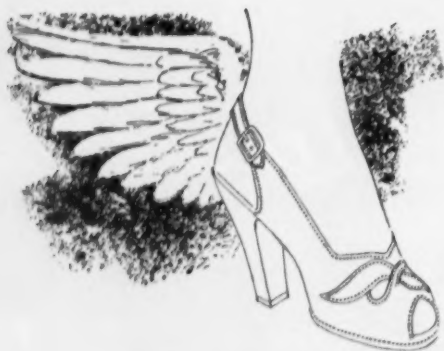
• Continental Shoemakers, division of International Shoe Co., has named **Frederick W. Angliss** to the newly-created position of salesmanager for juvenile shoes. Angliss was assistant

buyer for men's and boys' dress shoes, canvas and rubber footwear for J. C. Penney Co. during almost 15 years. Before that, he was salesmanager for Volume Shoe Co. and was, at one time, shoe buyer and merchandiser of all footwear for Butler Bros.

• **Herbert Posner**, president of Dr. Posner Shoe Co., New York, has been selected as recipient of the American Legion Humanitarian Award. Others named to receive the award are Gene Tunney, Spyros Skouras and Paul M. Hahn.

• **C. H. Miller** has retired as general manager of Armour Leather Co.'s sole leather tanneries located at Newberry, Noxen, St. Mary's and Westover, Pa., Parsons, West Va., and Sylva, N. C. He has been succeeded by **A. N. Schenley**. Miller was associated with Armour Leather for the past 40 years.

• **J. G. Wiemann, Jr.**, has retired as general manager of the Sheboygan, Wis., upper leather tannery of Armour Leather Co. after 46 years of continuous service with the firm. **M. L. Herman** succeeds him in the position.



**Give wings**

to your shoe-stitching operations

with **Silk or Nylon**

CHAMPION Sewing Threads

by **Gudebrod**



**Gudebrod Bros. Silk Co., Inc.**

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Branch Offices: CHICAGO ROCHESTER NEW YORK BALTIMORE  
BOSTON CINCINNATI LOS ANGELES GLOVERSVILLE, N.Y.

**You** can keep your stitching operations moving without costly interruption when you use Gudebrod CHAMPION Sewing Threads. Sewers like to work with Gudebrod threads because they are

**STRONG . . . UNIFORM . . . FAST . . . SMOOTH**

. . . because they can be relied upon for uninterrupted production and speed of operation . . . because they stand up well under the stress and strain of stitching processes. For all-around satisfying service, for the economy of smooth production, try Gudebrod CHAMPION Silk or Nylon Threads—there's one to meet your every sewing need.

Send today for  
**TESTING SAMPLES**  
in either silk or nylon





# *"The Best Stitcher ever Made"*

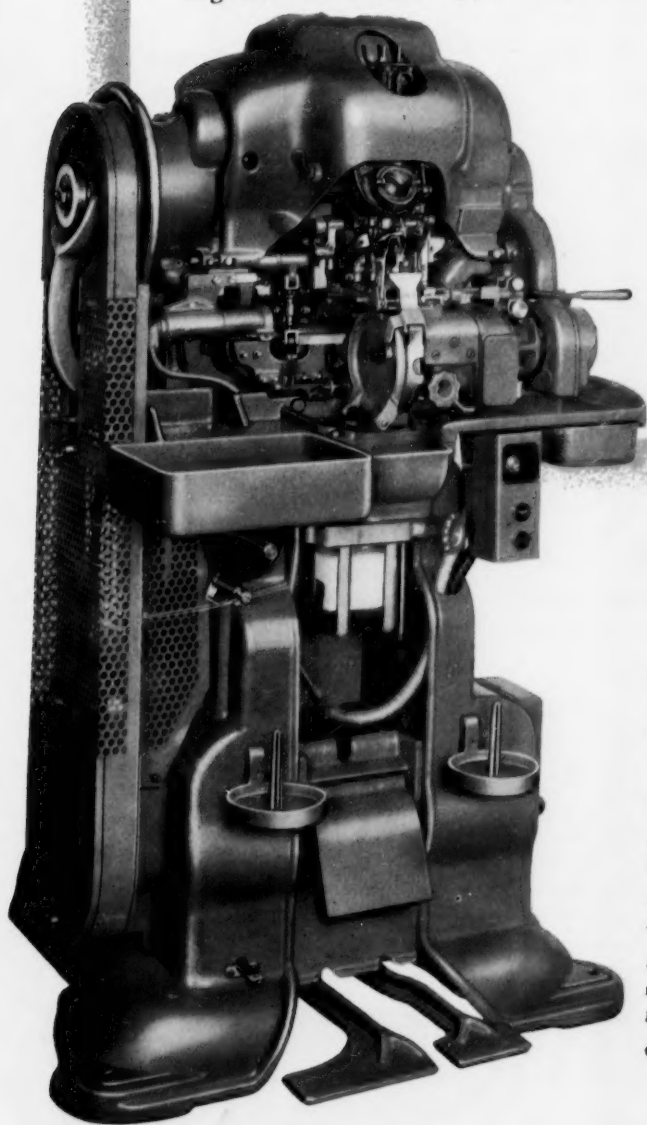
## — the Goodyear Outsole Stitching Machine

MODEL "A"

Outstanding among dozens of improvements in this greatly advanced stitching machine is its new type feed action.

The work is fed by the combined movement of presser foot and table . . . instead of the awl. This new feed principle alone leads to quality advantages, some economies not before possible, and a reduction in operator effort.

For complete details about the new Model "A" Goodyear Outsole Stitching Machine, get in touch with the United Branch Office that serves you.



### Leading features of the New Goodyear Outsole Stitching Machine — Model "A"

- Faster and smoother in operation.
- Awl and needle breakage reduced to a surprising degree with savings in costs and fewer delays.
- Better thread control system aids stitch appearance.
- Work is held firmly. Stitch is firmly set.
- Rubber and crepe soles can be stitched dry, saving time and money.
- Larger bobbin means fewer replacements per day — fewer wasted thread ends.
- Numerous improved design features — front-mounted wax pot — built-in light — improved edge gauge.
- Less operator training required.

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS

LEATHER and SHOES



• **Edward S. "Ned" Fitzgibbons** has been elected executive vice president in charge of operations at Blanchard Bro. & Lane, Newark, N. J., tanner. Fitzgibbons was formerly executive vice president of Ashtabula Hide & Leather Co., Ashtabula, O., subsidiary of Blanchard Bro. For the past year he has served as president of The Upholstery Leather Group, Inc., publicity and promotional agency for the upholstery leather industry, and as a director of Leather Industries of America.

• **Willie Camire** is now making room foreman at Belle Moc., Inc. of Lewiston, Me. He succeeds **Clifford Hughes**. Camire was formerly associated with Saxe-Glassman Corp.

• **Sam Weinstat** has been placed in charge of style and sales at Weinstat & Co., Lynn shoe pattern firm. Weinstat has been associated with Classical Girl Shoe Co. and Flexmore Shoe Co.

• **J. L. Monney**, director of Tanneries de France, Strasbourg, France tanner is scheduled to visit the U. S. during Nov., when he will visit leading shoe and handbag centers here. He will be accompanied by **J. I. Gurdus** of Trans Delta Corp., New York, exclusive U. S. agent for Tanneries de France.

• Appointment of **Dr. Daniel C.**

**Wicker** as assistant director of research in charge of Physical Research has been announced by F. C. Huyck & Sons of Rensselaer, N. Y. Dr. Wicker's background includes wide experience in the pulp and paper industries along with responsible positions with leading fiber firms.

• **Al Marks** is resigning as vice president and buyer of casual and sport shoes at the Berland Shoe Stores, Inc. on Nov. 15 because of ill health. Marks joined Berland in 1924 shortly after it opened. Berland, division of General Shoe Corp., Nashville, Tenn., now operates 93 retail shoe units for women and children. **Gene Frenzel** has been named buyer of casual, house and tennis shoes, **Harold Tennenbaum** will buy sport shoes and rubbers, and **Fred Randolph** will buy children's shoes and findings.

• **Ted Weinberger** has resigned his position with Triple Novelty Footwear, Inc., to join the staff of the recently organized Trend Shoe Corp., subsidiary of Desco Shoe Corp.

• **Edgar E. Rand**, president of International Shoe Co., St. Louis, Mo., has been elected a director of the St. Louis-San Francisco Railway Co. He will serve until 1956 filling the unexpired term of the late Isaac H. Orr.

## New Hampshire

• Assets of **Franklin Footwear, Inc.**, Franklin shoe manufacturer, were sold at public auction Nov. 3 on the premises.

• A pickup in New Hampshire shoe production has been forecast by William J. Roy, statistician for the State Division of Employment Security in Concord. In his report covering Oct., Roy noted that the seasonal slump was ending and that factories were preparing to rehire workers for the season's new run of footwear. For all Granite State industries, Roy reported that about 11,300 unemployed, or some 800 more than in Sept. and 600 higher than in Aug.

## New Jersey

• **Cinderella Shoe Corp.**, recently-organized Paterson shoe manufacturer, is now reported well along in production. The firm makes flexible lock-stitched footwear to retail at \$5.00 per pair. **Frank Zahara** has joined the firm as packing room foreman.

## New York

• Co-chairman of the 1954 **Joint Defense Appeal** in Greater New York (Shoe & Allied Industries Division) are **Ralph Abrams** of Paliz-zio, Inc., and Monroe Geller of **Andrew Geller, Inc.** The shoe industry will be one of many contributing the New York's share of the \$5 million sought nationally to finance JDA's programs against bigotry and discrimination. Sponsors are the American Jewish Committee and the Anti-Defamation League of B'nai B'rith.

• **Tip-Top Footwear Corp.** has been organized to make children's California process footwear at 79 Third St., Brooklyn.

• **Claremont Pigment Dispersion Corp.** of Brooklyn has published a new booklet on its "Calibrated Flushed Colors" for the plastic film and sheeting industry.

# NEWS QUICKS

*About industry happenings coast to coast*

## California

• **Knapp Bros. Shoe Mfg. Corp.** will complete its new 42,000 square foot warehouse in East Los Angeles early in Dec., according to Clarence E. Knapp, president. The warehouse is being built at a cost of over \$300,000 and will stock upwards of 150,000 pairs of shoes to service the mail order firm's customers in 11 Western states. Headquarters and factory are located in Brockton, Mass. Knapp is

the largest mail order shoe firm in the country.

## Florida

• **Fredelle Footwear** of Miami Beach is now associated with Magli of Italy. The newly-organized firm will distribute the Magli shoes in the U. S., according to Milton Nussbaum, president of Fredelle.

# KENWOOD

## FOR LONG LIFE AND BEST ALL-ROUND RESULTS

For your Stehling Continuous Feed Leather Wringing Machine  
Stehling Combination Putting Out and Leather Wringer • Quirin Wringer

F. C. HUYCK & SONS • KENWOOD MILLS • RENNELAER, N. Y.



# K

## K O R E O N

• Mutual's name for their basic chromic sulfate used in one-bath chrome tanning. Available in two grades with approximate analyses as shown below.

|                         | Koreon M | Koreon X |
|-------------------------|----------|----------|
| $\text{Cr}_2\text{O}_3$ | 24%      | 25%      |
| Basicity (Schorlemmer)  | 33%      | 52%      |

Koreon is packed in multi-wall paper bags containing 75 pounds, and in fibre drums containing about 325 pounds.



**MUTUAL CHEMICAL COMPANY OF AMERICA**

*Mutual Chromium Chemicals*

**Sodium Bichromate**

99 Park Avenue, New York 16, N. Y.  
Koreon (one-bath chrome tan)

**Potassium Bichromate**

• **Burns Shoe Mfg. Co.** of New York reports that **William Burroughs**, sales manager and designer, has become a partner in the firm.

## Maine

• **Commonwealth Shoe and Leather Co.** has announced purchase of financial obligations of its new Armory St. (Gardiner) factory from Gardiner Building Corp. The company has plans to erect a new 9,000 square foot addition to its factory for storage purposes. The three-year-old factory is still regarded the largest of its kind located on a single floor. The addition is expected to be completed in 90 days.

## Massachusetts

• **Regal Shoe Co.** of Whitman has placed its advertising account with Doyle Dane Bernbach, Inc., effective Jan. 1.

• Former Hingham firms now relocated in Salem are **Banner Shoe Products**, maker of shoe finishes and other products; **Pine Chemical Co.**, shoe chemicals manufacturer; and **Heelcraft & Chemical Corp.**, manufacturer of men's and women's rubber heels. Officers of all three firms are **Edward H. Reuben**, president; and **Seymour Levy**, superintendent and vice president. Location of each is at the Salem Shoe Mfg. Co. building at 24 Saunders St.

• **Star Die & Supply Co.** of Lynn, manufacturer of a complete line of cutting dies, has named **Kenneth A. Proctor Co.** as representative in the Pennsylvania, Maryland and Virginia areas. The Proctor Co. has been representing shoe supply manufacturers for the past eight years. Principal is **Kenneth Proctor** with headquarters at Ardmore, Pa. **Ralph Epstein** is regional representative with offices in Washington, D. C.

• The **New England Tanners' Club** will hold its Nov. meeting on Friday, Nov. 19 at the Hotel Hawthorne in Salem. **William Dawson** of the Chemtan Co. will be speaker of the evening. As usual, cocktail

hour opens at 6:00 p.m. with dinner at 7:00.

• **Arakelian Co.** of Haverhill has resumed shoe manufacturing again. The firm has been doing Government contract stitching work for the past few years. It is now turning out California process misses' and children's shoes.

• **Acme Cut Sole Corp.**, a new firm with Fred Lowe of Brockton, Mass., as general manager, was to start operations in Nashua, N. H., Nov. 8, according to Eliot A. Carter and Thomas Z. Winther, chairman and manager, respectively, of the Nashua-New Hampshire Foundation. The concern has leased 20,000 square feet of floor space on two floors of the so-called No. 4 Mill owned by the Foundation and will employ about 25 workers at the start, increasing the payroll to around 60 as soon as business volume warrants the expansion. Acme, which signed a two-year lease with three-year option, will manufacture quality innersoles, mid-soles and counters for men's and boys' shoes, to be sold in New Hampshire and Maine markets.

## Pennsylvania

• Guest speaker at the Thursday eve., Nov. 11 meeting of the **Delaware Valley Tanners' Club** will be **Norman Sachs**, research assistant to the chief of the procurement branch and director of the Marine Corps materials testing laboratory in Philadelphia. The meeting will be held at Kugler's Restaurant beginning at 6:30 p.m. Sachs' subject will be "Leather Footwear Problems of the Marine Corp."

• **Pearl Preview Shoe Co., Inc.**, Philadelphia footwear manufacturer, is reported in process of changing its name to **Martinique Shoes, Inc.** Officers and operating policy will remain unchanged.

• **J. Edwards & Co.**, Philadelphia makers of children's fine welts and cements, has retained Sylvie Hamilton, noted styling consultant, who will work with H. C. Levy in designing and planning the Edwards line. The

company has subscribed to the Sylvie Hamilton Plan, a special fashion service that has been extended for a selective group of shoe manufacturers.

## CANADIAN NOTES

• Canadian footwear business is improving now as demand increases and it is forecast in trade circles that production may end up the year with a much smaller decline than expected. Output may be as little as 2% behind last year's output despite the 7% drop in the first half of this year.

However, profits will be down this year since prices have not reflected higher costs of production. Canadian manufacturers are showing a tendency to absorb some of the additional costs to keep prices down.

Another severe headache for Canadian footwear manufacturers is keener competition from imports. British men's shoes, in particular, are affecting domestic products' sales. Imports of women's shoes from the United States are a factor, too, in intensifying competition.

• There were **18,755 employees** engaged in Canada's boot and shoe manufacturing industry, except rubber products, on Aug. 1st this year, according to the latest nationwide survey by Canadian Government. Average weekly wages and salaries advanced to \$40.06 on this date in contrast to \$38.81 on July 1 and \$38.76 on Aug. 1 a year ago.

Average hourly earnings rose to 95.8c on Aug. 1 this year as compared with 93.2c last year on this date. Average hours of work per week in such employment moved up to 38.7 on Aug. 1 as against 37.1 on July 1 and 38.4 on Aug. 1 last year. Wage earners in the industry numbered 14,605 on Aug. 1 and their average weekly wages reached \$37.07 on this date in contrast to \$35.88 on July 1 and \$35.79 on Aug. 1 a year ago.

• **F. A. Hurtubise** has been appointed Assistant to the General Manager, Footwear Division, Dominion Rubber Co., Montreal, Que.



# CHARMOOZ

## THE PERFECT SUEDE LEATHER

BLACK AND COLORS

## AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99, DELAWARE



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Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.  
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#### Bargains

Leather Remnants, and plenty of it. Sorted to specifications. Textiles of all kinds in full piece, remnants and block cuts. Bargains. Only Bargains. 7 Floors of Bargains.

CENTRAL MERCANTILE CO.,  
742 W. Taylor St.,  
Chicago 7, Ill.

#### Blue Splits

SHAVED AND LEVELED to your specifications. Any weight and quality to your requirements.

Address M-1,  
c/o Leather and Shoes  
300 W. Adams St.,  
Chicago 6, Ill.

#### For Sale

##### Boot & Shoe Sample Cases

Black heavy duty fibre covered wooden cases, green velvet lined lid and bottom with 2 or 3 partitions to the case.

22 cases — 9 $\frac{3}{4}$ " x 16 $\frac{3}{4}$ " x 38 $\frac{3}{4}$ "  
32 cases — 5 $\frac{3}{4}$ " x 16 $\frac{3}{4}$ " x 38 $\frac{3}{4}$ "  
22 cases — 7 $\frac{3}{4}$ " x 12" x 40 $\frac{3}{4}$ "

Address Y-4,  
Leather And Shoes,  
300 West Adams St.,  
Chicago, Illinois.

#### Blue and Pickled Splits for Sale

TRIMMED AND SORTED for weight and grade. Large quantities. Steady supply. Tell us what you are making and we will furnish a suitable selection. Address M-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Capital Needed

SMALL TANNER of quality splits doing contract work wishes to make leather for own account. Needs additional working capital to buy raw stock. Will split profits with interested party. Apply Box Y-2, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Chamois Leather

Full oil tanned, light weight skins, for the Automobile and Store trade. Low prices, prompt delivery.

Woodacre Chamois Co., Ltd.,  
Darwen, Lancs., England.

#### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

#### English Tannery

FIRST CLASS, well-equipped English tannery interested in producing soft side leathers for shoe purposes under license and royalty basis with reliable American tanner. Address Box Y-3, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

#### Help Wanted

##### Leather Finishes

WANTED: Salesman of leather finishes to represent well established Mid-Western firm. Must know the manufacture of finishes and be experienced in selling them.

Address M-4,  
c/o Leather and Shoes  
300 W. Adams St.,  
Chicago 6, Ill.

#### Chemical Salesman

to call on SHOE FACTORIES in Milwaukee and surrounding area. Must know the trade and be well-versed in upper leather finishes, fillers, sprays and edge finishes of all type. Well-known New England quality house, well-rated and highly-regarded in the trade, has excellent opening for the right man. Send full details in complete confidence to Box Y-1, Leather and Shoes, 10 High St., Boston 10, Mass. Interview in Milwaukee.

#### Wanted!!

##### Side Lea. Finishing Supervisor

EXCELLENT OPPORTUNITY and salary. Large Side Leather tanner wants fully experienced man capable of scheduling and finishing full line Side Leathers. Replies kept confidential. Address M-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Wanted

OLD ESTABLISHED manufacturer of Pigment Finishes requires the services of an expert in pigment finishing shoe & upper leathers. Must be experienced in making tannery demonstrations and be willing to travel. All replies confidential. State age, experience and starting salary. Address M-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Tanning Oils Salesman

WANTED: Representative for well-known tanning oils firm. Give age and experience. Replies confidential.

Address M-5,  
c/o Leather and Shoes  
300 W. Adams St.,  
Chicago 6, Ill.

#### Buyer Wanted

Man with good background to efficiently handle the purchasing of materials and supplies for large soft sole slipper manufacturer.

Give full details in letter to attention of Charles Gollup. All replies will be considered confidential.

S. GOLDBERG & CO., INC.,  
20 East Broadway,  
Hackensack, N. J.

#### Situations Wanted

##### Superintendent Chief Chrome Tanner

20 YEARS' EXPERIENCE, and active member of the A.L.C.A. Expert in side leather and play shoe production. Open for position.

Address M-7,  
c/o Leather and Shoes  
300 W. Adams St.,  
Chicago 6, Ill.

#### In the U. S. or Canada

CAPABLE young experienced tanner looking for suitable position. Also interested to invest.

Address L-17,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### LEATHER SPECIALTIES PROCESS DEVELOPMENT

#### PURE-TAN (QUEBRACHO CRYSTALS)

#### GEORGE H. GRISWOLD

14 Franklin St. Salem, Mass.

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For Quick Results

### THE WOBURN MACHINE COMPANY HIDE AND LEATHER MACHINERY PROMPT SERVICE ON MACHINERY REPAIRS

TEL. WO-2-0330

201 MAIN ST., WOBURN, MASS.

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## Deaths

**Wilfred T. Sortwell** . . . 41, *leather executive*, died Nov. 1 at his home in Winchester, N. H., following a long illness. A veteran of the tanning industry, he had been a supervisor at the A. C. Lawrence Leather Co. plant in that town for the past several years. A native of Concord, Vt., he had lived in Winchester for 20 years. He was a former Grand of Cheshire Lodge of Odd Fellows and past district deputy Grand in District 15 of the Odd Fellows. Surviving are his wife, Evelyn T.; two daughters, a brother and a sister.

**William J. Hart** . . . *shoe executive*, died at Manchester Hospital, Manchester, N. H., on Oct. 29 after a long illness. He was a former foreman at the International Shoe Co. in Manchester, N. H., for many years and lived in Manchester for most of his life. Surviving are his wife, Katherine E., two brothers and a sister.

**Philip L. Brown** . . . 73, *shoe machinery executive*, died Nov. 6 at Newton Wellesley Hospital, Newton, Mass., after a short illness. He was retired repair manager for United Shoe Machinery Corp. of Boston. A native of Amesbury, Mass., Brown was graduated from Dartmouth College in 1903 and had lived in Newton Highlands for the past 40 years. For many years he was active in the National Guard. He was a leader in restoring the Boston horse shows and institut-

ing indoor polo for guardsmen. He was also a past worthy master of Fraternity Lodge, AF and AM, Newton. Surviving are his wife, Susan B.; a son, Emmons; and two brothers, Joseph and Leonard.

## Coming Events

Nov. 14-17, 1954—Semi-annual Parker House Shoe Show. Sponsored jointly by Parker House, Boston, and Boston Shoe Travelers Association.

Nov. 28-Dec. 2, 1954—Popular Price Shoe Show of America, Inc., for Spring and Summer 1955. Sponsored jointly by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Jan. 15, 1955—Annual Banquet of New England Shoe Superintendents' & Foremen's Association. Hotel Statler, Boston.

Jan. 16-19, 1955—41st Annual Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Benjamin Franklin, Philadelphia, Pa.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Feb. 27-March 2, 1955—Allied Shoe Products and Style Exhibit for Fall and Winter 1955. Hotel Belmont Plaza, New York City.

March 1-2, 1955—Official showing of American Leathers for Fall and Winter 1955, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

April 24-27, 1955—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 9-11, 1955—Spring Meeting of Tanners' Council of America, Inc. Bermuda.

May 22-25, 1955—Annual Convention, American Leather Chemists Association, New Ocean House, Swampscott, Mass.

June 13-14, 1955—Annual Spring Meeting of National Hide Association, French Lick Springs, French Lick, Ind.

Aug. 28-31, 1955—Allied Shoe Products and Style Exhibit for Spring and Summer 1956. Hotel Belmont Plaza, New York City.

August 30-31, 1955—Official showing of American Leathers for Spring and Summer 1956, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

## Beauty · Workability · Wearability

SMOOTH AND ELK  
Side Leather

★  
VEGETABLE  
For Linings, Bags,  
Cases, and Strap

★  
RANCH TANNED  
AND  
INDIAN TANNED  
LEATHER  
For Fine Casuals  
and Sport Shoes

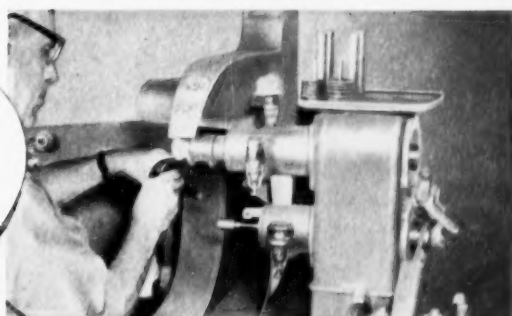
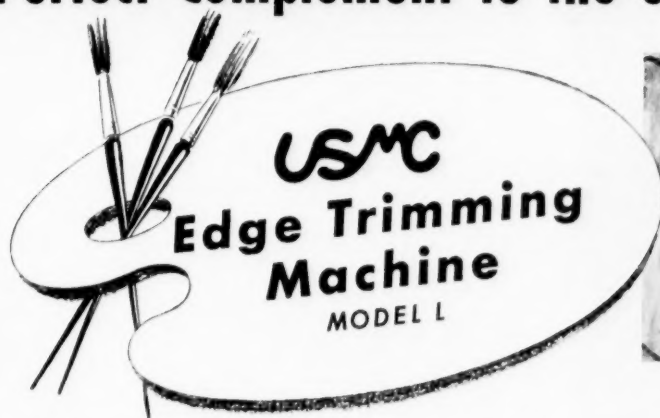
**Wisconsin LEATHER COMPANY**  
1830 SO. THIRD ST. MILWAUKEE 4, WIS.

### THE BIG THREE CASUAL AND SPORT SHOE LEATHERS

INDIAN TAN — Mellow Aniline  
RANCH TAN — Soft Aniline  
SCUFF TAN — Ruffie Aniline  
"Rolls Royce Quality Leathers"



**Perfect Complement to the edge trimmers' art...**



The operator at edge trimming is an expert. His deft hand makes feather-light strokes that are smooth, precise, skillful. He knows that truly fine work can be done without waste, with less effort, in less time, with a truly precise machine.

The **USMC** Edge Trimming Machine — Model L has shafts balanced by the use of electronic instruments, the only measuring means accurate enough to insure that no vibration can mar the


quality of an edge. To eliminate the cause of vibration, work shaft and motor shaft are one and the same, and the shaft is mounted in the best bearings engineers can find.

Here is a machine that is a perfect complement to the artistry of the edge trimmer, an efficient production tool for the manufacturer.

For additional information, call your United Branch Offices.

**United Shoe Machinery Corporation**  
BOSTON, MASSACHUSETTS





You need the innersoles  
we make —

because we make  
the innersoles you need.

Take our *VINAFOAM* for instance

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